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FEBRUARY 17, 1975

Commerce Today

70,000 Firms Join NFL Pros To Place Students In Jobs With A Future

FROM THE
SECRETARY

Energy: Danger In Doing Nothing

The energy problem has required a comprehensive solution since October 17, 1973, when the Arab embargo was initiated. Such a program has been put together by the President.

It is argued that President Ford's action to reduce oil imports through increased import fees and other steps to encourage energy conservation, will add to inflationary pressures. Many say gasoline rationing would be even worse. It would generate inequities, be costly to administer, and become unworkable over the long run.

So, the argument goes, why not just do nothing about energy? Why not just pay the higher prices of imported oil and forget about cutting consumption or pursuing a vigorous program to develop new domestic sources of energy?

There are compelling reasons, from both an economic and security standpoint, why "doing nothing" would not only be irresponsible but dangerous.

First, the economic aspects.

We now import more than 35 percent of our domestic oil consumption. Last year, foreign oil cost us $25 billion. If that huge sum had been retained in the U.S. to generate jobs and production, the unemployment rate would never have reached the current 8.2 percent level.

"Doing nothing" would mean that our present 35 percent dependence on overseas sources would grow to 50 percent by 1985. To let this happen would be the same as tying a rope around our neck and handing the end of it to foreign producers. An oil embargo like the one in 1973 would strangle us, because we would have become even more dependent on Mideast oil than we were in 1973.

That cut-off by Middle East countries demonstrated our vulnerability. It reduced petroleum supply 14 percent of expected consumption. It caused a $10-$20 billion drop in GNP. It threw half a million people out of work.

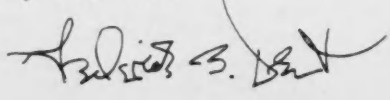
At present, those Middle East countries dominate the world oil market. They have 60 percent of world oil reserves and produce 70 percent of world oil exports. This dominance of the world's supply enables them to raise prices or cut production almost at will. Such market power in so essential a commodity enables them today to earn more than $2 billion a week from the income of other nations—wealth earned by the production of industrial and agricultural workers around the globe, including Americans.

President Ford is determined to reduce our vulnerability to the price and supply manipulations of this cartel. This means we must regain our energy self-sufficiency through vigorous programs of conservation and development of new energy sources.

The most effective way to achieve this objective is to use free market forces operating through the mechanism of supply and demand. Raising oil import fees and decontrol of domestic crude, for example, will increase prices sufficiently to curb the wasteful use of petroleum products. At the same time, the higher petroleum prices will help provide the incentives required to encourage domestic oil and gas exploration and the development of such energy sources as synthetic fuels.

As for the security aspects of the energy problem, little needs to be said. We simply cannot jeopardize the security of 213 million Americans by continuing to rely on foreign sources for a commodity absolutely essential for national defense. Down that road lies disaster.

Let's get on with a solution to the energy problem, which has such profound implications for our society, economy, national security and our leadership of the world.



Commerce Today

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COVER: *Los Angeles Rams quarterback James Harris (right) and Ed Gregory, Southern California Gas Company supervisor of employment (left), huddle with three Business Management Fellows employed by that firm as part of Commerce's Business Management Fellowship Program. Harris and 25 other professional football players have signed on this year to recruit more firms across the country to participate in this growing program which assists bright students in financial difficulties to obtain college educations. The National Alliance of Businessmen is offering its facilities to the effort this year. Story begins on page 5.*

ECONOMIC
HIGHLIGHTS

Overall Rise In GNP Price Indicator Masks Improvement Of Inflation In Fourth Quarter

Economic Highlights is prepared by James L. Pate, Asst. Secy. for Economic Affairs.

The fourth quarter acceleration of the Gross National Product implicit price deflator from 11.9 percent to 13.7 percent does not contradict the apparent prospects for price moderation evident recently in the Wholesale and Consumer Price Indexes. The acceleration reflected the influence of special factors which alone accounted for the reported price deterioration. These special factors include an unusual adverse shift in the composition of GNP, and to a lesser extent, the federal pay increase in the fourth quarter.

The impact of these factors on the implicit price deflator can be observed by examining the behavior of alternative measures of price change and the deflators for different output aggregates. The implicit price deflator—the index used to deflate GNP stated in current dollar values to 1958 dollar values—weighs the relative price importance of the various components according to their relative quantity importance in the latter of the two time periods being compared. An index which weighs the items in terms of their relative quantities in the earlier (or "base") period is also published by the Bureau of Economic Analysis and is called the GNP Chain Price Index.

A third alternative measure of price change, which uses a fixed weighting scheme based upon the 1967 quantity importance of the items, is published annually, but the changes have not differed very significantly from the Chain Price Index in recent years.

Normally, an index weighted according to base-period quantities would be expected to overstate the impact of price increases relative to an index weighted in terms of current-period quantities. This follows from the usual quantity response associated with an increase in prices. As prices of specific items go up, the quantities purchased typically decline, making their relative importance in the weighting scheme greater in the base period than in the current period. Over the last several years, the relationship between the changes in the two price indexes has generally reflected this phenomenon. During the period, declines in the relative importance of nonresidential structures and highways, and consumer durable items such as furniture and household equipment have been the major specific contributors to the excess of the Chain Price Index over the implicit price deflator.

As shown in Chart 1, however, the two indexes behaved quite atypically relative to one another in the most recent quarter. The Chain Price Index decelerated from an annual rate of increase of 12.7 percent in the third quarter to 11.3 percent in the fourth quarter. The implicit price deflator, on the other hand, accelerated from 11.9 to 13.7 percent. Further, although the Chain Index had increased less than the implicit price deflator eight other times over the course of the last five years, the magnitude of the shortfall in the fourth quarter was the largest observed during that interval. Clearly, the change in the composition of GNP was unusual, and its impact on the measures of price change was quite substantial.

The impact of the federal pay raise (which amounted to 5.5 percent and became effective October 1, 1974) on the deflator, though less dramatic, is indicated by the variation in the price performance of the different output aggregates shown in Chart 2. The deflator for gross private product, which equals GNP minus the output of general government, increased at a 13.7 percent annual rate—the same as the implicit price deflator for all of GNP. If the federal pay raise had not occurred, the more moderate price advance of the government sector would have tempered the increase in the GNP deflator between .7—.9 percentage points.

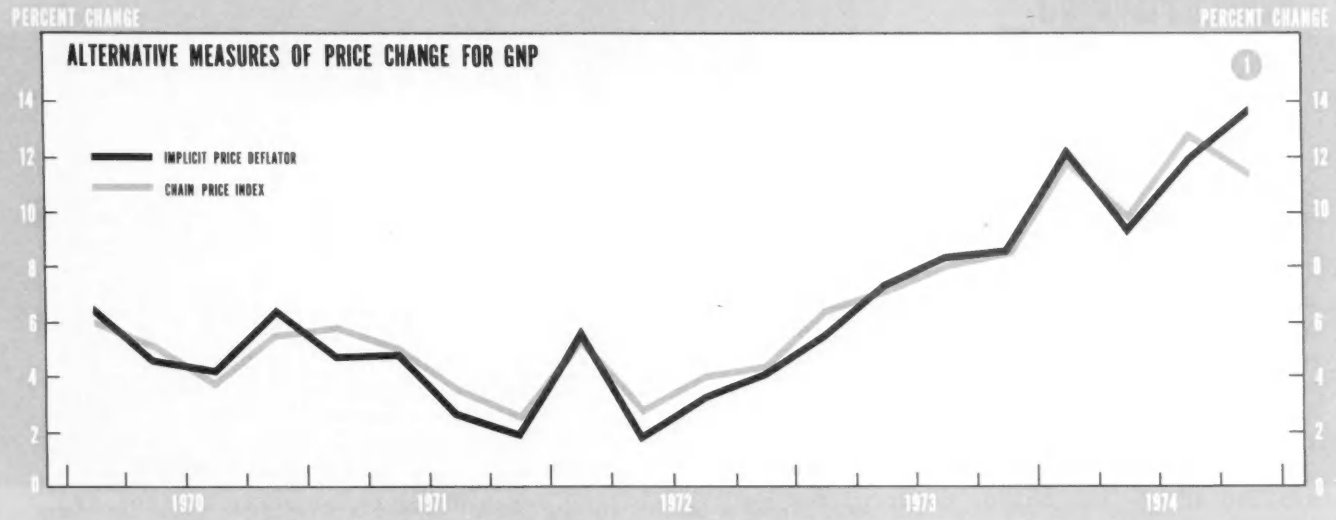
The total impact of the pay raise was concentrated in the fourth quarter and presents a statistical oddity for several reasons. The first is the exceptionally large number of persons involved. If the timing of federal pay increases had been such as to spread them equally over the four quarters of the year, the quarter-to-quarter pattern of changes in the implicit price deflator would have been significantly different in 1974. In addition, it should be remembered that governmental output is actually measured in terms of inputs, a practice which eliminates the possibility of reflecting any changes in productivity. Wage increases for government employees are therefore considered simply as price changes, with the result that the impact of a government pay increase on the deflator is somewhat exaggerated.

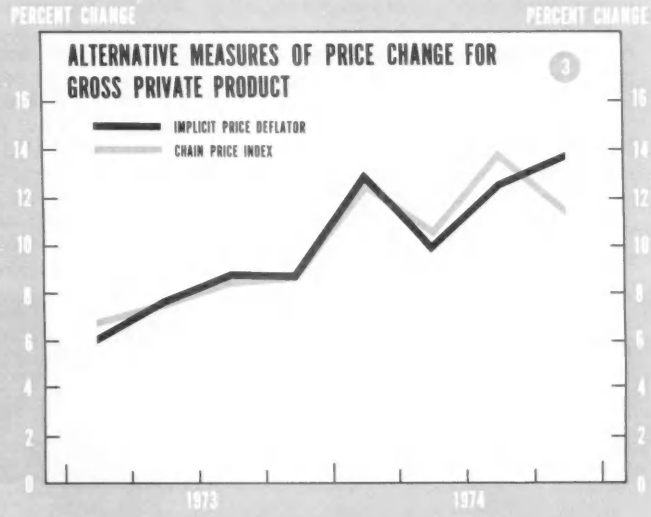
Chart 3 also has the output of general government removed and confirms the significance of the change in GNP mix for alternative price measures of the private sector. Once again, the importance of the change in composition is depicted quite clearly. As a consequence, the unfavorable shifts (for price measurement purposes) in the GNP mix appear to have been concentrated in the private sector.

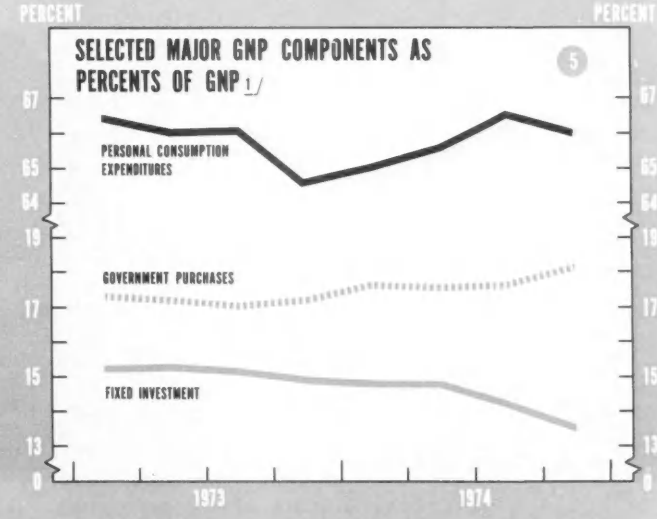
Both the price behavior and the relative importance of the major GNP components were subject to significant variations in the fourth quarter. The steepest price increase occurred in fixed investment (Chart 4). Producers' durable equipment items other than cars and trucks appear to have acocunted for much of this upward thrust. By contrast, prices of residential structures moderated substantially (increasing at only a 5 percent annual rate), but the sharp decline in the quantity of housing construction minimized the statistical impact of this moderation. Prices increased at an accelerated pace in the government sector primarily because of the pay raise. The deflator for personal consumption expenditures moderated significantly, however, despite the reduced quantity of automobiles — with their comparative moderate price gain.

In terms of the relative importance in real GNP, and hence the weight in the implicit price deflator calculations, both personal consumption expenditures and fixed investment declined in the fourth quarter (see Chart 5). In both cases the decline was heavily influenced by reduced purchases of motor vehicles, including both cars and trucks. In fact, the bulk of the drop in consumer durable expenditures was accounted for by reduced auto purchases. Since all trucks are classified as producers' durable equipment items in the GNP accounts, the softness in consumer expenditures for trucks used for recreational vehicles may also have caused a diminution in the importance of items with relatively favorable price increases in the fixed investment category.

In short, the acceleration of the implicit price deflator in the fourth quarter appears to owe much to consumer abandonment of items whose prices behaved comparatively well, and the statistical importance of the federal pay raise. Neither item appears likely to play as important a role in the price performance of the first quarter of this year. That, combined with evidence that price increase rates for other elements of GNP either declined or may have passed their peaks, results in an optimistic view of price prospects still being very much justified.







1/ Based on constant dollar values

All data are in terms of seasonally adjusted annual rates.

Newsmemo

Census Bureau statistics, so coolly impersonal in tabulation, are anything but impersonal in the gathering. Bureau Director Vincent P. Barabba reminds us of this point as he describes the work of the largest of all data-collecting agencies: "We feel our most valuable asset is the contract of trust we have built up through the years with the American people regarding the confidentiality of answers recorded on our questionnaires. This confidentiality has been applied across the board, covering not only individuals, but also business enterprises and industrial corporations."

Census statistics cease being impersonal, too, when they are seen to be directly useful by public and private decision makers. Barabba summarizes his Bureau's experience in this regard: "We believe that if people understand the utility of information they will cooperate in sharing facts about themselves and their economic operations, and the information will be more truthful than if they are threatened with penalties for not complying with requests."

Accuracy, timeliness, cost and utility are the four major concerns of Census officials. They apply, intertwined, to all of the Bureau's work--to its 10-year national population count that everyone knows, and to its lesser-recognized censuses and surveys of wholesale trade, manufacturing, construction, mineral industries, retail trade, agriculture, transportation, selected service industries, and state and local governments. Progress is made through the lessons learned in many past U.S. censuses, and through experiences shared with counterpart agencies in such countries as Canada, Sweden, Germany, Australia and the United Kingdom.

Management, financial or technical assistance to nearly 25,000 U.S. minority entrepreneurs. That was achievement in 1974 of the business development organizations that are funded by Commerce's Office of Minority Business Enterprise (OMBE). Many clients sought help with loan arrangements to start or build businesses; during the year 4,590 such loans were approved by lending institutions, in the amount of $200 million. These OMBE assistance centers also generated 3,824 procurement contracts for minority businesses with a value of more than $250 million.

Minority businesses are making significant headway in getting government contracts. Figures supplied by OMBE for the period of 1969 to 1974 show these striking changes: federal non-competitive contracting (so-called 8-a awards) by minority businesses, $8.8 million in 1969 and $272.1 million in 1974; federal direct purchasing from minority businesses, $3.8 million in 1969 and $429.2 million in 1974.

Will the deep-sea red crab please enough consumer palates? If it does in current tests, shoppers will find the delicacy alongside its cousin, the king crab, in supermarket freezers. Commerce's National Oceanic and Atmospheric Administration, interested in the feasibility of harvesting and marketing under-utilized species of fish and shellfish, has backed a Sea Grant research study on this edible inhabitant of the deep cold waters off the continental shelf from Maine to Hatteras. Results show that seven or eight vessels and three associated processing plants could produce about 1.2 million pounds of meat per year. Other studies indicate that 5 million pounds could be harvested each year without damaging the red crab stock. Now it is up to consumers to decide whether the deep-sea red crab can compete with king crab in taste appeal and price.

Vol. 1, No. 1 of "Iran Economic News" is making a timely bow. This monthly bulletin of current economic developments and specific business opportunities in the Near East nation is being inaugurated by the Iranian Economic Mission in the United States. The latest Iranian budget, three times larger than that of two years ago, is featured in the first 8-page issue. Interested individual businessmen and companies may receive the bulletin upon written request to the Mission, at 5530 Wisconsin Ave., N.W., Washington, D.C. 20015.

Commerce Today
Vol. V, No. 10
February 17, 1975

National Business Alliance Joins NFL Players Seeking Young Talent

There's a new face in the huddle at the Business Management Fellowship Program, Commerce's plan through which National Football League players help find vacation jobs with a future for college-bound young people with a money problem.

The National Alliance of Businessmen, Inc., a nationwide volunteer organization of more than 70,000 firms, is lending its support to the NFL and the Operations Division of Commerce's Personnel Office in lining up meaningful vacation jobs for bright high school graduates who need a financial lift to make it through college.

The NAB is providing office space and secretarial service in 24 leading cities to 26 football players from National Football League (NFL) clubs who are calling on businessmen throughout the nation to enlist their participation in the program. The purpose of the program is to help disadvantaged youth, primarily from minority groups, obtain a college education and at the same time give them professional work experience for future jobs in business and industry.

The assistance of the NAB is expected to be of great help to the players this year. This business group, which was set up in 1968, works in cooperation with government and labor to secure jobs and training in the private sector for needy youngsters, Vietnam veterans, and ex-offenders. It is funded by the Department of Labor and private business. It has a paid staff of less than 40 persons. Its extensive work volume is handled largely by 4,000 executives and other volunteers loaned by the private sector.

The Business Management Fellowship Program has been greatly expanded this season. The 26 participating players compare with 15 in the two previous seasons, and they will be covering the job market in 24 cities, compared with 14 cities last year.

The players are undertaking this season to place 1,200 students from disadvantaged backgrounds in vacation jobs. When the program was launched in 1973, the goal was 500 fellowship commitments from business. In 1974, it was 1,000.

In each case, the players topped their goal. In 1973 they obtained 508 vacation jobs for students, and in 1974 they overjumped their target by 75 percent and landed 1,770 commitments. Each of 24 players who are assigned to specific cities has been informed that his *minimum* target for this year is to line up 50 jobs for students. In the past, some of the players have far exceeded this mark.

The current champion is Joe Profit, a former New Orleans Saint, who lined up 360 youngsters for jobs last year. Joe will be working the New Orleans area again this year.

The schedule calls for finalizing commitments from business firms to employ students by April 1. Talented high school seniors from underprivileged backgrounds will be identified and chosen to take part in the program by May 31. They will be employed and begin their four-year fellowship by July 1 when the players report to their training camps to start preparing for the new football season.

The student works for a firm during college vacation periods, and upon graduation can move into a permanent job with the company if both student and firm are willing. To be eligible for fellowships, students must be in the upper ten percent of their high school graduating classes. They must be accepted or have applied at an accredited college or university, have financial need, and intend to major in a field of interest to the participating firm.

The kickoff for the 1975 program took

MEET THE CHAMP—*Last year's 'MVP' was Joe Profit, shown carrying the ball for the New Orleans Saints, who found 360 jobs and the students to fill them. Joe and the other 23 players in the field this year have been assigned a minimum quota of 150 jobs apiece.*

place at a recent ceremony in the Commerce Department attended by the 26 players and by Secretary of Commerce Frederick B. Dent; Alex Armendaris, Director of Commerce's Office of Minority Business John Condon, president of the NAB, and Dan Rooney, vice president and general manager of the Super Bowl champion Pittsburgh Steelers. The four signed an agreement setting forth the terms under which the program is to be carried out. Condon signed for the NAB and Rooney for the NFL.

"We are grateful and pleased," Dent said, "that the National Football League is again joining us in this valuable effort and we welcome the National Alliance of Businessmen as a new partner in our program."

He called the program a "unique idea," and said it is one of the most significant examples of partnership between the government and the private sector in the interest of young people ever developed.

He pointed out that more than 2,200 students had received fellowships under the Business Management Fellowship Program. One of the unusual aspects of the program, he said, is the low overhead, which only costs the government two percent of the $16 million which these students are expected to receive in vacation pay during the four years of their fellowships.

The program, Dent said, is a challenge to each of the participating players, who in accepting the target of obtaining at least 50 vacation jobs for students have an opportunity to radically change a large number of young lives in the years ahead. He thanked the players for taking part, and said the Commerce Department is committed to helping them.

Armendaris said he realized that this year the effort will be difficult in view of the downturn in the economy, and that in consequence the program had been "beefed up" and more modest growth goals set in recognition of this handicap.

OMBE, he said, is enthusiastic about the program, and also about the fact that the NAB has joined in the effort.

"Our involvement in the fellowship drive," Condon said, "continues the National Alliance for Businessmen's long-standing commitment to help talented young people along the way toward meaningful careers."

Rooney, who represented the NFL on behalf of Commissioner Pete Rozell, said: "I'd like to express our pride in again being associated with this program. The type of student attracted to the Business Management Fellowship opportunity is above average both in academic ability and in terms of a desire to take on responsibility."

NO HOLDOUTS HERE—*At contract signing time (l. to r.), OMBE Director Alex Armendaris, Commerce Secretary Frederick B. Dent, NAB President John Condon and Pittsburgh Steeler Vice President Dan Rooney sat right down and got the 1975 'season' under way.*

The players immediately reported to their assigned areas to begin obtaining commitments from businessmen to employ selected students during vacation periods, including the usual summer vacations and Christmas and Easter as well. Thereafter they will talk with high school administrators and counselors in selecting the students who will participate. Interviews with employers are the final step in the process.

Of the more than 2,200 students who have already received fellowships, more than 50 percent have been girls. This is due to the high percentage of young women in the upper ten percent of high school graduating classes. The program is open to all students who qualify.

Their on-the-job pattern calls for the students to rotate among several assignments to gain experience in a wide variety of jobs, beginning with the simplest and working up to the most exacting. By graduation, they should have acquired a well-rounded background which qualifies them for management positions. However, it would also qualify them to become entrepreneurs on their own, should they so choose.

Primary business participants providing jobs last year, and the number of jobs they filled included:

Sears, Roebuck and Company, 300; New Orleans Recreation Department (NORD), 100; Southwest Bell, 78; Allegheny County, Office of Manpower, Pittsburgh, 60; Lucky's Store, San Francisco, 50; Kroger Food Stores, 42; IBM, 36; Montgomery Ward, 32; Hecht's, Washington, D.C. 30; Northrop Corporation, 27.

The Lineup

Besides Joe Profit, repeaters from earlier years, and the work base of each include: **Atlanta** — Clarence Ellis, Atlanta Falcons; **Los Angeles**—James Harris, Los Angeles Rams; **New York**—Ed Bell, New York Jets; **Philadelphia**—Robert Bell, St. Louis Cardinals; **St. Louis**—Eric Washington, St. Louis Cardinals; **San Francisco**—Jonathan Staggers, Green Bay Packers.

Dave Lewis, formerly of the Cincinnati Bengals, and Mack Alston of the Houston Oilers, will coordinate the program from Washington.

New players and their work bases are: **Baltimore** — Lydell Mitchell, Baltimore Colts; **Boston** — Ray Hamilton, New England Patriots; **Buffalo**—Tony Green, Buffalo Bills; **Cincinnati** — Neil Craig, Buffalo Bills; **Chicago** — Lionel Antoine, Chicago Bears; **Cleveland** — Doug Dieken, Cleveland Browns;**Dallas**—Mark Washington, Dallas Cowboys; **Denver** — Bill Thompson, Denver Broncos; **Detroit** — Steve Smith, Philadelphia Eagles; **Houston** — Willie Alexander, Houston Oilers; **Kansas City** — Emmitt Thomas, Kansas City Chiefs; **San Diego**—Robert Briggs, Kansas City Chiefs; **Miami** — Marlin Briscoe, Miami Dophins; **Pittsburgh**—Dwight White, Pittsburgh Steelers; **Washington, D.C.**—Verlon Biggs, Washington Redskins; and **Milwaukee**—Perry Williams, Chicago Bears.

U.S. Trade Rose Steeply in 1974; Oil Price Increase Led To Deficit

United States foreign trade continued to expand at an unusually rapid rate in 1974. For the second consecutive year, the value of both exports and imports rose at a pace well above recent average growth. The merchandise trade balance reverted to a deficit of $3.1 billion in contrast to the surplus of $1.3 billion in 1973.

U.S. exports, excluding military grant-aid, increased by 38 percent to $97.9 billion, the second fastest gain in the past two decades. Imports climbed by 45 percent to $101 billion, the steepest rise in the same period.

Higher prices for most commodities were the principal reason for the expansion in values. The large dollar increases obscured the substantial slowdown in the volume of trade. The 8 percent rise in the volume of exports in 1974 was in marked contrast to the 23 percent gain the year before, although it matched the average annual growth for the eight-year span, 1965-73. The decline in import volume of 3 percent in 1974 contrasted with a 6 percent advance the preceding year and the longer term expansion of 10 percent.

The slowdown in export volume was mainly a consequence of the abrupt deceleration in economic activity abroad. The OECD industrial countries, which are the principal markets for U.S. exports, recorded a rise of only about 2 percent in gross national product, the lowest rate in many years. The slump in their industrial output and investment expenditures depressed demand for American manufactures as well as other non-farm products. As a result of these developments, the rise in real non-farm exports slackened to 14 percent from the 22 percent advance of 1973.

The volume of agricultural shipments showed a dramatic change, declining by 9 percent after an unusually steep climb of 27 percent in 1973. The drop in farm deliveries was related to improved supply conditions in various exporting as well as consuming nations and probably some resistance to high prices.

The reduced level of U.S. economic activity was the key factor in the absolute decrease in import volume. Demand for foreign petroleum weakened as a result of the business downturn, mild weather, and the huge price increase decreed by the members of the Organization of Petroleum Exporting Countries (OPEC). In the first few months of the year, moreover, the inflow of oil had been cut back as a result of the Arab embargo. Purchases of products other than petroleum declined in real terms because of the recession here, inflated prices of many foreign products, and some tightness in supplies abroad in early 1974.

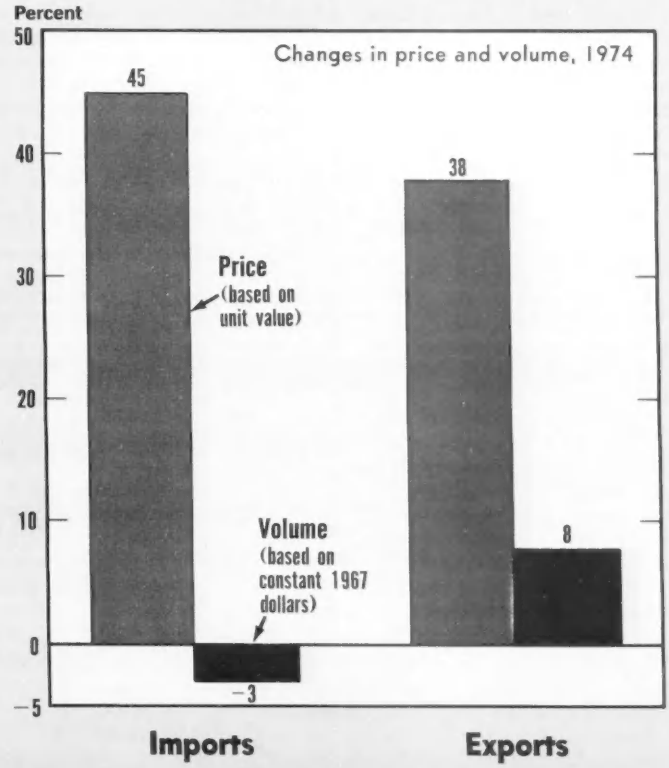
Relative price changes affecting the United States and its key competitors probably had little impact on the nation's trade during the year. Inflationary pressures intensified in this country and, with some exceptions, elsewhere as well.

The dollar depreciated substantially vis-a-vis some of the major currencies over the 12-month period. For the most part, however, the reductions in the value of the dollar offset the increases that had taken place in the final months of 1973. On balance, the dollar's relationship to the currencies of the rest of the world was little different at the end of 1974 than at the beginning.

The value of non-farm exports grew by 43 percent to $75.7 billion last year, despite a slowing in the rate of growth in the second half. In contrast to agricultural goods, the volume of shipments also grew.

Leading the non-farm sector, machinery exports rose nearly 40 percent to $24.3

Inflation Dominates Trade Movements



Export Gains Widespread In 1974

	Value in millions $	Percent change from 1973
Total	97,907	+ 38
Agricultural products, total	22,257	+ 25
Wheat	4,437	+ 10
Corn	3,772	+ 33
Soybeans	3,537	+ 28
Cotton	1,335	+ 44
Tobacco & manufactures	1,193	+ 23
Nonagricultural products, total	75,650	+ 43
Machinery	24,318	+ 38
Chemicals	8,822	+ 53
Motor vehicles & parts	7,248	+ 30
Civilian aircraft	3,366	+ 45
Iron & steel mill products	2,499	+ 99
Coal	2,437	+140
Textiles	1,795	+ 47
Paper & manufactures	1,522	+ 66
Nonferrous base metals	1,301	+ 37

billion. Volume gains accounted for about half of the value increase. The value of those shipments accelerated in the second half of the year, even though the recession in major U.S. trading partners deepened. No doubt, orders for some—perhaps a large—portion of this machinery had been placed earlier when the economic situation abroad was more favorable.

Exports of computers continued to grow in 1974, reaching $2.2 billion. Materials handling and construction equipment shipments also rose sharply, particularly to Asia, as major development projects got under way.

Oilfield and mining equipment remained in great demand as interest in energy development and exploitation was expanded. Sales of these goods, largely to Western Europe and East and South Asia, rose nearly 60 percent. Exports of heating and cooling equipment accelerated through the year. Shipments of agricultural machinery, mostly to Canada, rose by almost three-fifths, reflecting demand for increased food production and relatively high farm income.

Led by power machinery and telecommunications equipment, sales of electrical machinery reached $7 billion. Shipments of electronic components climbed by one-half to $1.2 billion, mainly reflecting greater exports of semiconductor parts to U.S.-affiliated assembly plants in Malaysia, Singapore, Korea, and Mexico.

The sharp growth in the value of civilian aircraft exports was occasioned by a nearly 80 percent increase in deliveries of large transport aircraft. Japan and various countries in Latin America and the Near East accounted for most of the rise, as delivery was made of planes contracted for prior to 1974.

Canadian purchases of assembled automobiles and trucks rose steadily through the year; sales continued buoyant there in contrast to those in the U.S. market. These exports totaled $2.5 billion in 1974, an increase of one-third. In contrast, automotive parts shipped to Canada, many of which are assembled into cars for shipment to the United States, grew by only 15 percent. Canadian plants received sharply increased values of shipments in the second half, despite the sharp fall in demand for cars in the United States.

Exports of industrial materials rose substantially, almost entirely as a result of higher prices. Chemical shipments, led by organic chemicals and plastics materials, grew by more than 50 percent in value although the increase in quantity was only 5 percent. The volume of coal shipped abroad advanced by 13 percent, but the value more than doubled to $2.4 billion. Increased Japanese expenditures of $920 million accounted for most of the expansion in value; the quantity of coal sold to that country, however, rose by 42 percent.

Steel exports, at $2.5 billion, were double their 1973 value, while just 40 percent higher in quantity. U.S. products were in strong demand early in the year as a result of worldwide shortages, but exports slowed in volume later when the economic situation deteriorated abroad. Textiles, paper, manufactured fertilizers and woodpulp also grew rapidly in value; the quantity increase, if any, was small.

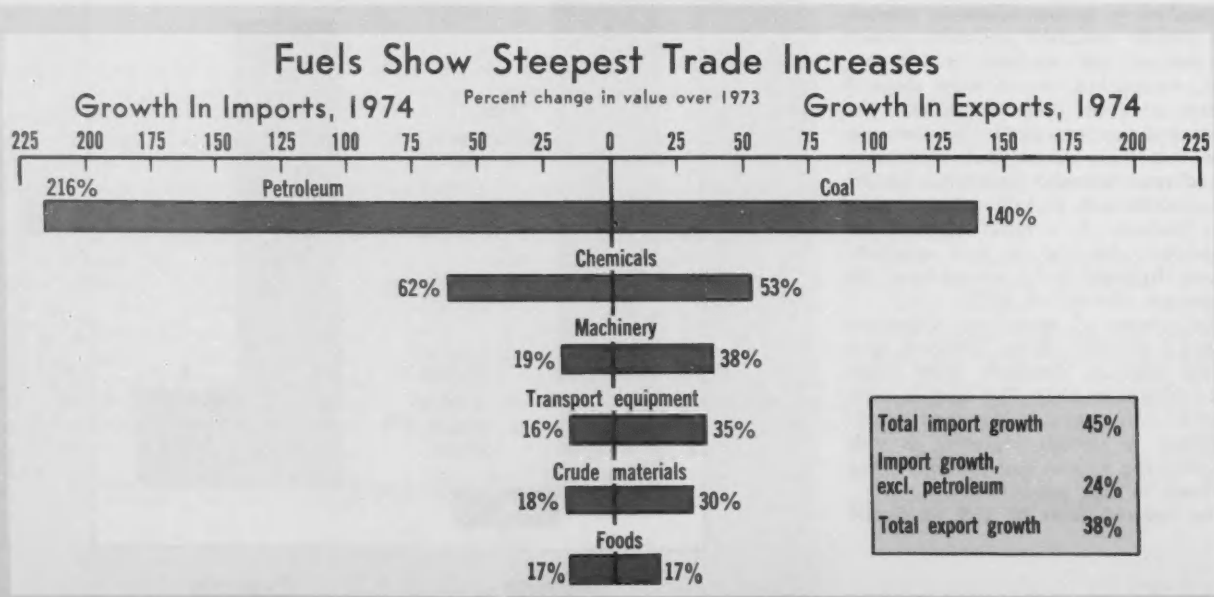
Farm exports advance again

As a result of a 37 percent price increase, U.S. agricultural shipments rose in value by one-fourth to a record $22.3 billion. The volume of exports declined by 10 percent, however, mainly because higher market prices dampened foreign demand. Wheat exports fell in volume by a third, to a large extent because the unusual purchases of 1973 were completed, but higher average prices boosted the value by 10 percent. Corn shipments fell off sharply in the second half, after the reduced level of domestic production was announced. Nevertheless, the higher average price resulted in a $900 million rise in exports over the preceding year.

The volume of cotton exports also fell in the last half of 1974 as recessions in the industrialized countries became more pronounced. But the value of cotton exports rose by over $400 million for the year as a consequence of a 50 percent rise in price. Soybean sales followed a similar pattern, except that, in contrast to corn, the quantity showed a small rise for the year as a whole.

Oil swells industrial supplies

The rise in imports of industrial supplies which nearly doubled in value over the 1973 level was, of course, dominated by the enormous increase in the value of petroleum purchases. Mainly because of the sharp increases in prices for petroleum and other commodities, imports of industrial supplies accounted for more than



half of the total import value last year, again reaching the ratio prevailing in the early 1960s after a nearly steady decline since 1965.

Petroleum imports soared to $24.6 billion, more than triple their 1973 level, as a result of the steep price increases imposed by foreign producers. The average unit value of imported oil soared to $11.02 per barrel from $3.37 in the preceding year. At the same time, the inflow of petroleum from abroad fell in volume by 3½ percent, reflecting a reduction in U.S. consumption in response to higher prices and conservation efforts. This decline consisted of lower receipts of refined products—particularly distillate fuel oil, used mainly for home heating, which dropped to less than half the 1973 level. Arrivals of crude and partly refined petroleum edged up by 5 percent as U.S. refineries required greater inputs of foreign oil due to another drop in annual domestic production.

Among other industrial supplies, which increased by about two-fifths last year, purchases of iron and steel showed a particularly large expansion. These climbed 81 percent in value, mainly reflecting higher prices as volume increased by only 7 percent. Most of the growth, both in value and volume, occurred in the second half when arrivals accelerated sharply with the increase in availabilities from abroad. The ratio of steel imports to consumption rose to 13.4 percent in 1974 from 12.4 percent in the preceding year. This proportion remained below the peak year of 1971, however, when imports accounted for a 17.2 percent share.

Imports of industrial and agricultural chemicals also advanced sharply, led by a large expansion in the value of organic chemicals. Purchases of manufactured fertilizers climbed vigorously as well, in part because of the domestic shortage of natural gas, the raw material used in the manufacture of nitrogenous fertilizers. Woodpulp and newsprint imports, though not much changed in volume, rose steeply in value because of higher prices. In contrast, lumber purchases, primarily softwood from Canada, dropped by one-fourth in quantity and even further in value because of the severe slump in U.S. residential construction activity.

Imports of consumer goods increased by 12 percent to $25.6 billion, the second consecutive year in which these purchases showed a declining rate of growth. The deceleration could be attributed to sluggishness in U.S. consumer spending and the demand-dampening effects of higher foreign prices. These imports advanced in each of the first three quarters of 1974, but fell substantially in the final three months of the year as automotive entries dropped.

Imports of automobiles and parts from U.S. subsidiaries in Canada edged up by only 3 percent last year and declined in volume, reflecting the depressed U.S. auto market. All of the value increase reflected entries of higher priced cars; the value of parts and engines fell in response to the sharp downturn in U.S. motor vehicle production. Imports of foreign make automobiles from Western Europe and Japan increased by one-fifth in value, the same rate of increase as in the preceding year. In contrast to a decline in 1973, however, the volume also climbed, despite a significant drop in U.S. sales. These imports declined sharply in the second half, as inventories were at higher levels by mid-year.

With U.S. demand falling for television sets, transistor radios, and tape recorders, imports of consumer electronic products declined slightly in value, after recording an average annual growth rate of more than 20 percent in the preceding five-year period. Arrivals of both clothing and footwear rose 7 percent in value, a considerably slower pace than the previous year. Roughly one-fifth of the increase in consumer goods imports last year consisted of an unusually large advance in receipts of foreign gold coins which resulted from the liberalization of import regulations.

Despite the slowdown in U.S. investment outlays, imports of capital goods climbed 26 percent, a rise nearly as rapid as in 1973. Entries of electronic components, farm machinery, and metalworking machines showed substantial increases. Purchases of civilian aircraft and parts climbed only 7 percent in 1974 after advancing one-third in the preceding year. Higher prices accounted for the one-tenth rise in truck receipts from Canada.

Nearly all of the 16 percent increase in food and beverage imports reflected the huge growth in the value of sugar purchases. A decline in domestic sugar production was responsible for a 10 percent increase in the quantity imported; soaring world prices, reflecting tight supplies abroad, boosted the value by 1½ times the 1973 level. A drop in meat imports, both in quantity and value terms, stemmed from improved domestic supply conditions and a fall in domestic wholesale meat prices, which made this market less attractive to foreign producers. Coffee purchases rose steeply in the first half, but fell even more precipitously in the final six months after inventories accumulated. These imports were marginally below their 1973 value for the full year.

Area trade shifts

U.S. trade surpluses were larger, or deficits smaller, with all major areas except the socialist countries and the OPEC and other developing nations which export oil to this country.

Trade with the developed countries as a whole shifted to a surplus position, recording a $2.4 billion positive balance for the first time in three years. The expansion in exports to Western Europe, led by sales of farm products and machinery, far outstripped the rise in imports, resulting in a nearly $3 billion expansion in our surplus with the region. The deficit with Canada declined slightly, though still totaling $2⅓ billion, despite a huge increase in imports of petroleum and other industrial supplies. In contrast, the trade deficit with Japan increased because imports picked up sharply while exports stagnated in the second half as economic activity turned down there.

Trade with the developing countries except the OPEC and other oil suppliers was in surplus by $5.6 billion, a $3.1 billion improvement over 1973. U.S. sales soared in response to heightened demand made possible by sharply increased earnings in those areas. The rise in imports from these nations was in large part due to higher prices.

Imports from the OPEC and other countries exporting oil to the United States totaled $20.4 billion in 1974, a $14.1 billion increase from the preceding year. Most of the $9 billion jump in crude oil arrivals resulted from higher prices, although the quantity rose by about 150 million barrels despite the Arab embargo early in 1974. Exports to these countries rose much less rapidly than imports, resulting in a $10.5 billion deterioration in the trade balance. There was, however, a sharp rate of growth in sales as the year progressed.

The surplus with the socialist countries declined from its 1973 level. Exports fell somewhat, as greater shipments to Eastern Europe and the People's Republic of China failed to offset a sizable drop in sales to the USSR. Imports continued to rise briskly in value, climbing by two-thirds, after more than doubling the year before.

Oil Import Values Soar Though Quantity Dips

	1973	1974
Petroleum and products, total		
Value (*millions of dollars*)	7,765	24,570
Quantity (*millions of barrels*)	2,307	2,229
Unit value ($)	3.37	11.02
Crude & partly refined petroleum		
Value	4,593	16,482
Quantity	1,393	1,466
Unit value	3.30	11.24
Residual fuel oil		
Value	1,706	5,063
Quantity	553	500
Unit value	3.08	10.13
Distillate fuel oil		
Value	725	1,003
Quantity	190	84
Unit value	3.82	11.94
Jet fuel		
Value	318	677
Quantity	74	55
Unit value	4.30	12.31

Disposal Of Hazardous Wastes Becomes Serious Industry Problem

Some industrial by-products are coming back to haunt their producers.

• In 1967 a dike containing an alkaline waste lagoon for a Virginia steam generating plant collapsed and released nearly a half-million cubic meters of fly ash waste into a nearby river. The resulting contaminant sludge moved at the rate of one mile per hour for several days until it reached a lake in Tennessee, where it killed an estimated 200,000 fish.

• In 1969 an assistant dean at a Mississippi college died of asphyxiation while fishing in a river near Hattiesburg when his boat drifted into a pocket of propane gas that reputedly had been discharged into the river through a gasoline terminal wash pipe from a petroleum factory.

• In 1970 three children in a New Mexico family were blinded and crippled as a result of eating a pig that had been unknowingly fed corn treated with a mercury compound.

These are just three from a veritable anthology of horror stories compiled by the Environmental Protection Agency to demonstrate the need for greater care in storage and disposal of toxic and other hazardous wastes. According to EPA, "numerous case studies demonstrate that public health and welfare are unnecessarily threatened by the uncontrolled discharge of such waste materials into the environment."

Hazardous wastes are usually divided into the following categories: toxic chemical, flammable, explosive, biological and radioactive. One definition of a toxic waste is one with the ability to "produce injury upon contact with or accumulation in a susceptible site in or on the body of a living organism." Nonradioactive hazardous wastes are generated at an estimated annual rate of 10 million tons, or about 10 percent of total industrial wastes. About 90 percent of these wastes occurs in liquid or semiliquid form. Radioactive wastes are estimated at 4.4 million tons yearly.

EPA was required by the Solid Waste Disposal Act (as amended by the Resource Recovery Act) to undertake a comprehensive investigation of the storage and disposal of hazardous wastes. As a result of its studies, EPA has proposed a Hazardous Waste Management Act establishing a national policy on hazardous waste management based on three factors:

- environmental protection
- equitable cost distribution among generators, and
- recovery of waste materials.

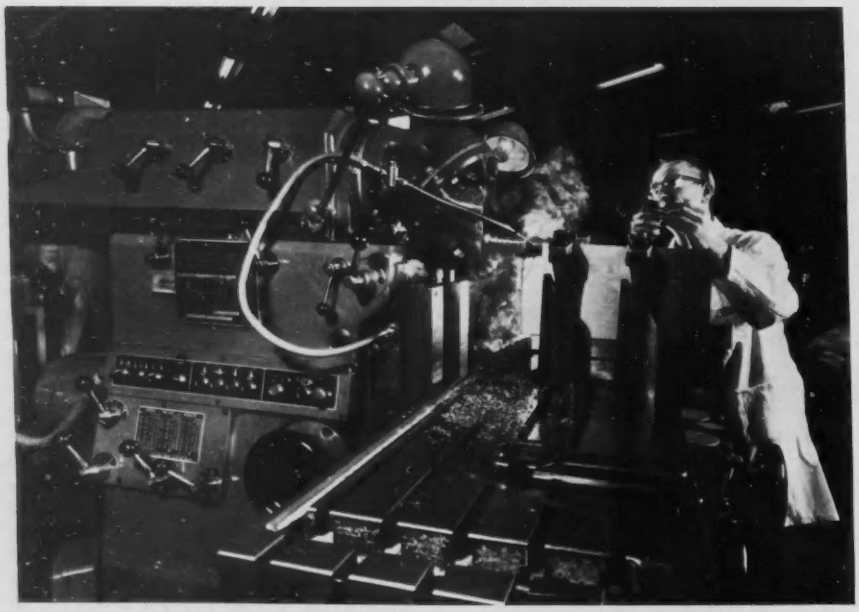
The agency recommends a regulatory approach for achieving hazardous waste management objectives, with a federal-state partnership considered most viable. The Federal Government would set the standards and states would administer and enforce the program. The agency also recommends that transportation and handling of hazardous wastes be subjected to improved controls.

The agency has drawn up a list of some 120 *nonradioactive chemical compounds* it sees as potentially hazardous. These contain such familiar household words as ammonia, arsenic, cadmium, copper, cyanide, lead, magnesium, mercury, nickel, potassium, silver, sodium, zinc, chlorine, fluorine, and various chlorides, nitrates, phosphates and sulfates. Many of these are metals which are essential to life at low concentrations but toxic at higher concentrations, such as copper, lead, zinc and chromium.

The industries producing these varied wastes are almost as numerous as the products. They include, among others, textiles, tanning, petroleum refining, metal finishing, photography, explosives production, mining, smelting, pulp and paper, pharmaceuticals; the manufacture of rubber, mirrors, batteries, computers, duplicating equipment and electronic circuitry; and the production of paint, herbicides, pesticides, fungicides and urea.

Sources of hazardous waste are varied. In addition to industry, other generators are the Federal Government (mainly the Atomic Energy Commission and the Department of Defense), agriculture, hospitals and laboratories.

Common disposal processes include land burial, incineration and ocean dumping. Liquid and gaseous hazardous wastes are also treated by such methods as carbon



WATCH THE LEFTOVERS—*Unpleasant by-products of some manufacturing processes, along with other hazardous wastes,, have led to the Environmental Protection Agency's proposing a Hazardous Wastes Management Act establishing a national policy.*

sorption, dialysis, evaporation, filtration, ion exchange, oxidation and precipition.

Flammable wastes consist mainly of contaminated organic solvents but may include oils, pesticides, plasticizers, complex organic sludges and off-specification chemicals.

Explosive wastes are mainly obsolete ordnance, manufacturing wastes from the explosives industry, and contaminated industrial gases. Military explosive wastes are estimated at 150,000 tons annually. Most explosives industry wastes are chemical, and are included under toxic chemical waste totals. An important method of munitions disposal is loading on ships and sinking in the ocean. Open burning of explosives, widely practiced according to EPA, can result in emission of harmful nitrogen oxides and other pollutants.

Biological wastes consist mainly of pathological hospital wastes and biological warfare agents. Pathological hospital wastes, which are estimated at 170,000 tons or 4 percent of total hospital wastes, include malignant or benign tissues taken during autopsies, biopsies or surgical procedures; animal carcasses and wastes; hypodermic needles; off-specification or outdated drugs; microbiological wastes; and bandaging materials.

The Department of Defense says that its stockpiles of antipersonnel and anticrop biological agents have been destroyed and future production has been restricted. Although production of chemical warfare agents, such as mustard gas, has been discontinued, significant stockpiles remain and must be disposed of in an environmentally acceptable manner. Exact figures are classified, but it has been estimated that approximately 70,000 tons would remain to be disposed of after treatment of chemical warfare agents.

The most familiar *radionuclides* include plutonium, radium and uranium. Radioactive wastes come primarily from nuclear power generation and fuel reprocessing facilities, medical and other laboratories, and the above-mentioned government agencies. Radionuclides cannot be neutralized by chemical reaction or any currently known scheme. The only practical way to neutralize them is to allow them to decay. The time necessary for decay varies with each radionuclide—the most significant, from the standpoint of waste management, decay with half-lives of months to hundreds of thousands of years.

Wastes containing radionuclides are presently stored under carefully controlled conditions to assure containment and isolation until decay has occurred. High-level radioactive wastes are disposed of by the AEC. Only a few private companies handle and dispose of low-level radioactive wastes.

According to EPA's 1973 *Report To Congress: Disposal of Hazardous Wastes*, "as of September 1972, there were 28 nuclear power plants in operation, 52 were being built, and 70 more were planned. Operation of the additional 122 nuclear power plants will definitely increase the quantities of radioactive wastes." Since this report, President Ford has announced a new energy program that, over the next ten years, envisions 200 major nuclear power plants. This is nearly double the number EPA was considering.

NUCLEAR LOOKOUT—*A nuclear power plant technician monitors a fuel loading operation. The resultant radioactive wastes will add to the nation's disposal problem.*

There are federal laws controlling incineration and water and ocean disposal of certain hazardous wastes, but there are as yet none regulating land disposal of residue. Twenty-five jurisdictions presently have regulations governing radioactive hazardous wastes, according to EPA. However, nonradioactive hazardous wastes are essentially unregulated in practice.

Emerging industry

The small private hazardous waste management industry that has emerged in the last decade provides only about 25 percent of the capacity required nationally, and its current throughout is only about 24 percent of this. This means that only 6 percent of the national total is being taken care of by the industry. EPA says the low level is due to the absence of regulatory and economic incentives to encourage generators of hazardous wastes to manage them in an environmentally sound manner. The agency supports the concept of a private hazardous waste disposal system as being most practical, aided by federal and state regulatory incentives or disincentives.

EPA studies indicate that, in most cases, treatment and disposal of hazardous wastes at central processing facilities (referred to as national disposal sites) are preferable to handling at each point of generation. The reasons for this include economies of scale, decreased environmental risk and increased opportunities for resource recovery. However, new antipollution legislation may force generators of hazardous waste to improve treatment at their facilities. This would adversely affect economies of scale at central (regional) processing facilities. Therefore, a preferred system for future development would combine on-site treatment of some wastes, off-site treatment for hazard elimination and recovery, and secure land disposal of residues that remain hazardous after treatment.

EPA quotes studies that compare the cost of present methods of disposal with adequate ones. Ocean dumping and simple land disposal costs are approximately $3 per ton. Use of available technology to treat hazardous waste could range from $1.40 per ton for carbon sorption to $95 per ton for incineration. New methods of disposal are, of course, much desired and presently under development.

In conclusion, EPA acknowledges the need for governmental participation in the storage of hazardous wastes: "In the absence of adequate treatment processes [for certain wastes], interim storage on land is possible, using methods that minimize hazards to the public and the environment. . . . Long-term care of hazardous waste storage and disposal facilities could be assured by mandating use of federal or state land for such facilities."

Energy Management Digest

THE DIALOGUE CONTINUES...An important part of the energy conservation effort is the maintenance of an open forum where representatives of the federal establishment and private industry can exchange ideas and information on energy program elements and goals. The Secretary of Commerce chaired a series of such forums the week of January 27-31, during which Commerce Department and Federal Energy Administration officials explained the President's economic and energy programs. Representatives of the ten largest energy-consuming industries attended the sessions and offered their views and reactions as to the potential impact of these programs. These dialogues will continue.

ENERGY AWARD...Assistant Secretary of Commerce for Maritime Affairs Robert J. Blackwell has presented a SavEnergy award to Newport News Shipbuilding and Dry Dock Company. This Department of Commerce award is given to firms and individuals displaying leadership in achieving significant energy savings. Newport News, the first U.S. shipyard to receive the award, was cited for its comprehensive plan to reduce energy consumption without affecting productivity. Guidelines were instituted in all departments to conserve energy in day-to-day operations. Actions taken included reducing steam pressures, reclaiming waste oil for boiler use, scheduling heavy energy demand loads for off-peak hours, and reducing lighting and heating. The company is also investigating the use of alternative fuels and other substitute energy forms which could be used in the event sufficient quantities of present fuels are not available in the future. Since the program was instituted, decreases in fuels burned have averaged 28 percent for propane, 10 percent for diesel fuel and 3 percent for No. 6 fuel oil.

COAL EXPORT MONITORING ENDS...Monitoring of exports of bituminous coal was terminated January 30. The monitoring program, which was established November 12 at the inception of a nationwide coal strike, was eliminated because mine production has resumed and is in historical proportion to exports.

MISSOURI STUDY...Secretary of Commerce Frederick B. Dent has approved a $45,000 grant to help the State of Missouri conduct a study of energy supplies and unemployment. The funds from Commerce's Economic Development Administration will enable the state to plan and carry out policies enabling Missouri communities to continue economic development and reduce job losses related to possible energy shortages and increased energy prices. The study will include preparation of an economic formula for use in forecasting future demand for energy in Missouri and the sensitivity of various sectors of the economy to varying energy supplies.

SUBSCRIPTION SERVICE...The Federal Energy Administration's Weekly Petroleum Statistics Report is available on a subscription basis from Commerce's National Technical Information Service. The publication will cost $35 for a one year subscription (52 issues) and can be obtained by writing to: NTIS, Sales Dept., 5285 Port Royal Road, Springfield, Va. 22151. Make checks payable to National Technical Information Service. The weekly report provides data on refinery operations, refinery production of petroleum products, primary stocks of crude oil and petroleum products, and imports of crude oil, unfinished oils, and petroleum products. FEA's Monthly Energy Review is also available on a subscription basis from NTIS.

KITCHEN TIPS...When baking, resist the temptation to peek! A 20 percent heat loss occurs each time the oven door is opened. This wastes energy--and increases baking time too!...Let left-overs cool off before putting them into the refrigerator. Putting hot foods directly into the refrigerator makes the unit work harder to cool the air inside the compartment--and wastes energy.... Cover all liquids stored in the refrigerator--especially a frost-free model. Moisture is drawn into the air from uncovered liquids making the refrigerator work harder.... Install an aerator on the faucet in the kitchen sink. Reducing the amount of water in the flow will save energy required for water heating....Try "carpooling" to the supermarket with a neighbor. By taking only one car, you'll save gasoline--and have more time with friends!

Survey To Reveal Extent To Which Foreign Interests Own U.S. Business Ventures

A comprehensive survey of 1974 foreign direct investment in the United States has been launched by Commerce's Bureau of Economic Analysis.

The survey is to document the amount of foreign business investment in the United States at the end of 1974, the net increase in investment during the year, the return on investment to foreigners, the impact of such investment on the balance of payments, and the sales, employment, exports and imports, and other aspects of the operations of multinational companies affecting U.S. and foreign economies.

Copies of the reporting form and instructions are being mailed directly to more than 10,000 businesses in the United States. Filing of reports for this survey is mandatory under the Foreign Investment Study Act of 1974. Final rules and regulations for the survey were published in the *Federal Register* of February 3.

Reports are required from each business enterprise subject to the jurisdiction of the United States which was controlled directly or indirectly by a foreign owner or affiliated group of foreign owners at any time during the year ending December 31, 1974. Control is defined as ownership directly or indirectly through intermediaries or affiliates, of 10 percent or more of the voting securities of an incorporated business, or an equivalent interest in an unincorporated one.

Deadline for filing completed reports is April 30. Business enterprises that are required to report, but have not yet received the needed material, should request forms and instructions from:

International Investment Division, Bureau of Economic Analysis BE-50 (LM), U.S. Department of Commerce, Washington, D.C. 20230.

All types of businesses must report: corporations, U.S. branches of foreign firms, proprietorships, partnerships, and ownership of real estate acquired for other than personal use. If the foreign ownership interest in a U.S. business enterprise was held, exercised, administered, or managed by a U.S. intermediary, such intermediary is responsible for reporting the required information or instructing the U.S. business enterprise involved to respond.

For reporting purposes, the United States is defined to include in addition to the 50 states and the District of Columbia, all territories and possessions such as Puerto Rico, the Virgin Islands, Panama Canal Zone, Guam, American Samoa, and the Trust Territory of the Pacific Islands.

Strictly confidential

All replies will be held in strictest confidence by the Department of Commerce. The information will be used for statistical and analytical purposes and will be published only in aggregate form, thereby precluding disclosure of data supplied by individual reporters.

The last comprehensive study of foreign direct investment in the United States covered the year 1959. Since then, the value, composition, and relative importance of these investments have changed significantly as indicated in annual reports by the Bureau, and more detail is needed on the extent and nature of these changes. This recently-announced survey is designed to provide this information.

The data will be classified by country of ownership of the investment and the state or territory within the United States in which it is located. In addition to the state of legal organization and state of location of the main office of the enterprise, the survey is designed to yield state-by-state estimates of the business enterprises' employment, wages and salaries paid, acreage owned and leased, and property, plant, and equipment owned.

Investment in real estate, including land for agricultural production, timber production, and future development, is to be covered, as well as in oil, gas, and mineral properties.

In addition to investment in direct agricultural production, the survey will provide data on investment throughout the food chain system, from production to final sales.

The Department of the Treasury is concurrently surveying foreign portfolio investment in the United States during 1974. All U.S. business enterprises owned to the extent of less than 10 percent by a foreign person and not required to report in Commerce's survey of foreign direct investment, should contact the Treasury Department concerning reporting requirements for its portfolio survey:

Foreign Portfolio Investment Project, Office of the Assistant Secretary for International Affairs, Department of the Treasury, Washington, D.C. 20220.

In certain situations, a business enterprise may be required to report in both surveys.

Foreign Direct Investment Has Long, Helpful History In United States

The size and wealth of the U.S. market, an excellent distribution system, the availability of a highly skilled labor force, foreign currency revaluations, and other factors have made the United States a highly attractive place to invest for non-Americans.

The book value of foreign "direct" investment in the United States—investment in which the foreign investor controls a corporation—increased by $3.5 billion, or 25 percent, in 1973, the latest year for which figures are available.

Historically and presently, British, Canadian, Dutch, Swiss and German investors have been, and are, the largest foreign investors in the United States. They, and investors from other European countries, hold 90 percent of the total foreign direct investment in the U.S. valued at $17.7 billion. Investors from Latin American countries hold three percent of the total; Japanese investors hold less than two percent; and investors from all other countries hold five percent.

The foreign direct investments are in subsidiaries, primarily manufacturing subsidiaries, most of them wholly-owned, and the majority established by the investor rather than acquired. They provide em-

ployment for upward of 600,000 Americans, and their lines generally parallel those of domestically-owned companies, although probably more pronounced in the food, chemical, tobacco and machinery sectors.

Foreign investors also hold $36.8 billion in portfolio investments in the form of U.S. corporate stock and bonds. The kinds and values of these holdings do not allow the investors participating interest in the corporations.

There had been anticipation that Arabian and other oil producing countries would be channeling tremendous sums of money to the United States into direct and portfolio investments. However, such a massive flow has not taken place. Their investments in the United States were negligible in 1973, and according to the U.S. Treasury Department, although they placed about $11 billion of an estimated $60 billion in surplus funds in the United States in 1974, all but $750 million went into marketable government and agency securities, bank deposits and other short-term istruments.

The increased flow of foreign investment into the United States in 1973, especially from Europe and Japan, although somewhat small in retrospect, when compared to the $13.6 billion increase in U.S. investments abroad in that year, and when compared to the total U.S. corporate assets value of $2.5 trillion, created some uncertainty, and prompted the U.S. Congress to call for a survey of such investments to determine more comprehensively the role they play in the U.S. ecoonmy.

Most analysts believe that the U.S. derives a net benefit from direct investment by foreign countries, particularly investments of the bricks and mortar type. Such investment is generally made by the more technologically advanced foreign industries, and is frequently a vehicle for the introduction of new products, processes or technology originating abroad for which the scale of the U.S. market is an important consideration. Foreign investment of this type can, therefore, make a positive contribution to overall U.S. productivity, income and employment, as well as to economic welfare. And, from a trade and payments viewpoint, it brings in capital and can promote future exports.

As far as U.S. Government policy is concerned, this nation has been favorably disposed toward foreign investment since the earliest days of the Republic. As early as 1791 in fact, Alexander Hamilton urged that the U.S. welcome foreign investment; and this continues to be official policy at both the federal and state government levels.

This is not to say that this country could ignore attempts by foreign investors to take over critical industries in the U.S. Although some acquisition offers recently have received much press notice, they are relatively minor in relation to the size of the industries involved.

With few exceptions, foreign investors are treated the same as American investors. The exceptions include a relatively short list of laws which prohibit or limit foreign investments in certain sectors for reasons of national security or to protect an essential national interest. These sectors include atomic energy, domestic airlines, shipping, federally-owned land, communications and media, and fishing.

New Laws On Books

The following partial listing of business-related legislation enacted by the recently-concluded 93rd Congress was prepared for *Commerce Today* readers by Commerce's National Marine Fisheries Service.

P.L. 93-24: Consolidated Farm and Rural Development Act Amendment—Amends the Consolidated Farm and Rural Development Act by increasing the availability of disaster loans to the commercial fishing industry (among others) under both the Rural Development Act and the Small Business Act. Also raises the maximum interest rate of disaster loans made under both Acts.

P.L. 93-205: The Endangered Species Act of 1973—Protects fish and wildlife that are presently in danger of extinction. The Act sets up a comprehensive program to be jointly administered by the Secretaries of the Interior and Commerce, which, among other things, prohibits the import, export, taking, and interstate transportation for commercial purposes of any endangered species, and authorizes the issuance of regulations to control various activities involving threatened species.

P.L. 93-242: Offshore Shrimp Fisheries Act of 1973—Implements the United States-Brazil shrimp fishing agreement establishing a shrimp conservation zone off the coast of Brazil, within which the activities of shrimp vessels of two countries will be regulated. The Act also declares a number of species of crustacea (including the American lobster), mollusks, and sponges as U.S. Continental Shelf fishery resources.

P.L. 93-339: Northwest Atlantic Fisheries Act Amendment—Extends the scheme of international enforcement for the conservation regulations of the International Commission for the Northwest Atlantic Fisheries (ICNAF) to the region off the Mid-Atlantic coast of the United States from Long Island to Cape Hatteras. In addition, the Act requires payment for travel expenses and per diem incident to attendance at meetings of the ICNAF for not more than five members of the industry advisory committee.

P.L. 93-380: Elementary & Secondary Education Act Amendments—Among other things, this Act provides that a state educational agency can apply either directly or through local educational agencies for a grant for programs and projects (including the acquisition of equipment and where necessary the construction of school facilities) which are designed to meet the special educational needs of children of migratory agricultural workers or fishermen.

P.L. 93-386: Small Business Amendments of 1974—Among other things, this Act provides for assistance to any small business concern seriously and adversely affected by a shortage of fuel, electrical energy, or energy-producing resources, or by a shortage of raw or processed materials resulting from such shortages if it is determined by the Small Business Administration that such a concern has suffered or is likely to suffer substantial economic injury without such relief.

P.L. 93-479: Foreign Investment Study Act of 1974—Requires the Secretaries of Commerce and Treasury to make an interim report to Congress at the end of one year and a final report six months later. Furthermore, the Act provides the Secretaries with specific authority to collect information needed to conduct a comprehensive overall study of foreign direct and portfolio investments in the United States. However, notice will be given to customers of banks, brokerage houses, real estate companies and other institutions that this information will be furnished to the Government. The law provides enforcement powers for use against those who refuse to supply the required information.

P.L. 93-627: Deepwater Port Act of 1974—Authorizes, among other things, a Federal licensing and regulatory program for construction and operation of deepwater ports beyond the three-mile limit of United States territorial waters with specific provision being made for protecting the marine and coastal environment to prevent or minimize adverse impacts from such ports. The Secretary of Transportation, in consultation with NOAA and other Federal agencies, will administer the Act.

Homeowners Can Now Compute Best Mix Of Energy-Saving Moves

A Commerce Department technical study provides new information to help homeowners and builders determine just how much insulation they should use to get the maximum return on their investment.

Some 73 million residences (apartments, townhouses, single houses, mobile homes) in the United States account for nearly 20 percent of total energy use. Sixty percent of this residential energy use goes to heat and cool houses.

Among the ways to save energy in home heating and cooling are dialing down thermostats in winter and setting them higher in the summer, turning off lights, shutting drapes, or closing off unused rooms. However, an estimated permanent energy saving of 20 to 50 percent can be achieved in a large number of these residences through energy conservation improvements to the house itself.

Large savings possible

Commerce Secretary Dent said that if all the under-insulated homes in the country received insulation according to the findings in the new study, 500,000 barrels of oil equivalent would be saved each day.

A major conclusion of the study, the Secretary said, is that the amount of insulation and storm windows needed to give a homeowner the greatest savings on home heating and cooling expenses is higher than had generally been thought necessary.

The study, conducted by Commerce's National Bureau of Standards in cooperation with the Federal Energy Administration, was published in the form of a technical report.

"This study clearly shows that homeowners of more than half of the 40 million owner-occupied houses in the United States could benefit economically from more than six inches of attic insulation," Secretary Dent said.

"In fact, nine to twelve inches of insulation for attics in oil-heated homes will generate the greatest, long-run savings in home heating and cooling expenses, except in those areas with the mildest climates. Twelve or more inches of insulation may be economically justified in many houses which are electrically heated and cooled."

Energy conservation improvements may require substantial investments by homeowners, who have been reluctant to spend money without knowing how much they will save on their heating and cooling bills in the long run and how quickly their investments will be paid back.

Recognizing the impact that energy conservation improvements could have on energy consumption and fuel bills, the Department of Commerce's National Bureau of Standards, in cooperation with the Federal Energy Administration, undertook a study to determine the extent to which homeowners should invest in energy-related improvements. The NBS/FEA technical study provides, for the first time, guidelines which allow a homeowner to find the best combination of energy conservation improvements that will give him the largest, long-run net savings on heating and cooling expenses.

The conclusions of the study are based on an economic model which takes into account current and projected fuel prices, climatic conditions, cost of improvements and maximum savings to the homeowner on heating and cooling expenses.

The report will be especially useful to architects, home builders, engineers, economists and energy policy experts, and to federal officials working out details of President Ford's proposed tax credit to homeowners who make energy conservation improvements to their houses. The energy conservation improvements evaluated include insulation, storm windows and doors, and weather stripping.

Investments in energy conservation improvements depend equally on energy prices and climate factors. This means that the more a homeowner pays for energy or the more severe the climate, the more he should invest to get a maximum return on his investment.

The study assesses the optimal combinations of energy conservation improvements for eight different climates in the United States, and lists the time periods over which the various improvements will pay for themselves.

Homeowners will get the most savings for their investment by using a "balanced" combination of improvements, the Secretary pointed out. "By a balanced combination, I mean that a homeowner should not neglect the use of storm windows and doors, weather stripping and caulking, and concentrate solely on insulation. In addition to insulating attics, insulation in exterior walls, under floors over unheated areas, around ducts in unheated areas is also important and can save much energy and money."

In view of its technical nature, this study is not intended to be a homeowner's guide to improvements for energy savings. It is the technical foundation for a consumers pamphlet, which is to be published in conjunction with this study.

For the technically-inclined businessman, *Retrofitting Existing Housing for Energy Conservation: An Economic Analysis* can be ordered for $1.35 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Order catalog number C13.29:2/64. It is also available from the National Bureau of Standards and the Federal Energy Administration.

NO ENERGY SHORTAGE—*Among the demonstrator models at the National Inventors Day, held recently at Commerce's Patent and Trademark Office, was this one of a patented solar home. Major corporations participated in the event, which included the induction of six famous American inventors into the National Inventors Hall of Fame.*

Tourism Officials Urged To Play Larger Role In Policy Making

The United States Travel Service, the Commerce agency charged with promoting international tourism to the United States, will soon begin providing technical tourism development assistance in an expanded foreign market. Plans were outlined at USTS' second annual State Days, a Washington, D.C., meeting of tourism officials from the individual states, to begin promotional activity in Venezuela immediately and to enter six other markets during the fiscal year beginning in July. Countries being considered for further attention are Belgium, Italy, the Netherlands, Switzerland, Brazil and Australia. They were selected because of their potential for developing into prime long-term markets.

The United States Travel Service currently maintains travel development offices in the six countries—Canada, Mexico, the United Kingdom, West Germany, France and Japan—which account for 86 percent of foreign travel to the U.S. The USTS role in the seven new markets will primarily involve providing technical assistance to the U.S. commercial officer in each country and assisting local travel industry representatives develop U.S. travel.

The State Days conference was attended by travel officials from 47 states, the District of Columbia, Puerto Rico, Guam, American Samoa and the Virgin Islands. In addition to presentation of new directions being taken by the tourism-promotion agency, the representatives heard about bicentennial plans from Administrator John W. Warner of the American Revolution Bicentennial Administration, and of interagency support for tourism from officials of the United States Information Agency, U.S. Department of State and the Department of the Interior.

Secretary of Commerce Frederick B. Dent, in addressing the tourism directors, advised them to "adapt to new conditions none of us can change." He noted that last year the U.S. travel industry had to face the challenge of an energy crisis. This year, according to Secretary Dent, it must face the worldwide economic difficulties of inflation and recession. It is in just such times that an individual's discretionary income, which includes vacation spending, decreases.

ARBA Administrator Warner outlined new projects of interest to tourism promotion personnel. More than 40 foreign ambassadors have expressed their nations' interest in cooperating in the bicentennial celebration, according to Warner.

Assistant Secretary of Commerce for Tourism C. Langhorne Washburn urged the travel officials to "become involved in the formulation of public policy that affects tourism," such as air fares, visas, U.S. customs procedures, charter regulations and fuel allocation. He also advovated prompt action on a federal domestic tourism development program—promoting tourism within the United States to Americans.

The participants were addressed by Vice President Nelson A. Rockefeller. The Vice President cited the magnitude of tourism in the United States: it is a $61 billion industry that employs some 4 million people; it is the number one industry in Florida, Nevada and Hawaii, and one of the top three in 43 other states. In 1974, it provided $340 million in federal, state and local taxes, and $4.68 billion in foreign exchange earnings.

State Days were also the occasion of the announcement of a new *Action Guide* and a film, *Welcoming International Visitors to the USA*. The guide details existing destination and reception service programs for foreign visitors. A large, looseleaf binder version has been distributed to state tourism directors and members of the American Hotel and Motel Association. Some 20,000 copies have been reprinted in brochure form for use by Americans who come in contact with foreign visitors in the course of their work. USTS hopes that local businesses and tourism organizations will use the publication as a guide to creating their own improved visitor assistance programs.

The film begins with a segment concerning the many language and cultural misunderstandings faced by an Italian tourist couple. The remainder shows how the programs endorsed by USTS can make the foreign tourist's visit to the U.S. a comfortable and pleasant one.

1974 arrival figures

USTS reports that more than 14 million international visitors arrived in the United States in 1974. This is one percent over the number recorded in 1973. The 1974 visitors spent an estimated $4.68 billion, including transportation — a 17 percent rise over 1973.

Arrivals from Mexico topped 1.8 million for 1974, a 14 percent increase over the previous year. Canadian arrivals decreased 2 percent, to 8.6 million. Japan was the leading generator of visitors from overseas countries (those not contiguous with the U.S.) with 763,000 visitors, a 20 percent increase over its 1973 figure. Overall, 1974 European arrivals decreased by 6 percent.

Last year saw the fruition of the United States Travel Service's VISIT USA tour development program. VISIT USA tours are developed jointly by private wholesalers and USTS—the wholesalers are responsible for producing, promoting and operating tours, while the Commerce agency helps plan itineraries and fund tour advertisements.

USTS had contracted with 39 wholesalers and operators in its six market-nations for a total of 44 tour programs. These attracted nearly a quarter of a million international visitors and generated almost $87 million in foreign exchange earnings, an 87 to 1 return ratio for USTS' $1 million investment.

SIGN LANGUAGE—*USTS advocates the use of international symbol signs such as these designating scenic and recreational attractions and accommodations. These were developed and are being used by the National Park Service and other government agencies.*

Appliance Makers Asked To Cut Products' Energy Use 20 Percent

Manufacturers of major appliances are being asked to seek, on a voluntary basis, an average 20 percent reduction by 1980 in energy consumption by their products. Such a reduction, if achieved, would also be a boon to householders by cutting down electric bills.

Secretary of Commerce Frederick B. Dent has invited industry leaders and senior officials of major appliance manufacturers from across the country to meet with him in Washington February 20 to try to work out an agreement on voluntary energy efficiency goals for their products as part of President Ford's energy conservation program.

"The President has asked me," the Secretary said, "to contact all appliance manufacturers to seek their support in arriving at an effective means of meeting his goal of a 20 percent average reduction in energy consumption by 1980 for all major appliances.

"If agreement cannot be reached within six months, the President will submit legislation to establish mandatory appliance efficiency standards."

President Ford set forth his goal in a supplement to his State of the Union message on January 15, noting that the suggested 20 percent improvement in operating efficiency would save the equivalent of more than one-half million barrels of oil per day by 1985.

The meeting with the appliance industry leaders is scheduled to begin at 10 a.m. in Room 6802 of the Commerce Department and is open to the public. Notice of the meeting was published in the *Federal Register* of February 4.

Manufacturers of room air conditioners, refrigerators, combination refrigerator-freezers, freezers, water heaters, clothes washers, clothes dryers, dishwashers, kitchen ranges and ovens, and television receivers have been invited to attend.

"We view this opening session as of the utmost importance," Dent said. "I am of the conviction that voluntary, cooperative action is the best way to get things done. Furthermore, I am confident that the goal set forth by the President can and will be achieved through such voluntary, coordinated efforts."

He said the target date for concluding voluntary agreements is June 30. To this end, he added, the Commerce Department's National Bureau of Standards will provide its technical expertise and resources.

Overall responsibility for developing energy efficiency appliance goals has been assigned to the President's Energy Resources Council.

Those desiring to attend the meeting should notify the Office of the Assistant Secretary for Science and Technology, U.S. Department of Commerce, Rm. 3864, Main Commerce Building, Washington, D.C. 20230 (202-967-3111), prior to the day of the meeting, indicating the companies and products they will represent.

'Built-In-Safety' Stressed For Consumer Items

Research and development of consumer products and law enforcement equipment has been consolidated in a new Programmatic Center for Consumer Product Technology at Commerce's National Bureau of Standards. The center is to be responsible for managing programs funded directly by NBS and other agencies such as the Consumer Product Safety Commission and the Justice Department's National Institute of Law Enforcement and Criminal Justice.

The new center will manage about 50 projects for the Consumer Product Safety Commission. These projects are of major importance to consumers and to designers seeking to develop marketable products with optimum safety features.

Some examples of the work done by the new center include:

- Bicycle forks tested to determine the best means of avoiding mechanical failures. The forks are the part of the bicycle that connects with the axle and the wheel.
- Home playground equipment tested to ascertain the best ways to avoid features that might result in injury to children. In some cases, such equipment has been found to have sharp points and edges that could injure children, and equipment sometimes is improperly anchored in the ground.
- A thermesthesiometer has been developed to test excessive surface temperatures on small appliances. This is a probe which if placed against the surface of an appliance will show the equivalent temperature that human skin would experience if it touched the surface. It is of value to designers in developing safe appliances.
- Likewise of aid to designers are tests that have been made on toys and other playthings to determine how much punishment they can take before breaking or coming apart.
- Tests have been made on football helmets to see how much of an impact they can take before cracking.
- Children of different ages have been brought into two laboratories at NBS for a series of tests to measure their strength. This is of importance for comparison purposes to ascertain what children of different ages would do to equipment, furniture, or playthings.

In a similar way, tests have been made to help in developing effective equipment for law enforcement purposes such as:

- Police riot helmets have been tested to determine the most effective helmet to enable the officer to resist injury. This is a variation of the tests on football helmets, but under a different contract and for a different purpose.
- Some mockups of door systems have been tested in the laboratory to determine the amount of pressure necessary to apply to the door to force it open.
- New digital communications equipment for police officers have been tested to ascertain maximum effectiveness.
- Tests have been made on fixed surveillance cameras to determine the most effective type of camera for use in stores as a protection against shoplifting or as a means of identifying other criminal activities, such as holdups. A guide is being prepared for small businessmen to help them choose the type of camera most effective for their purposes. This guide will be ready in late March or early April, and will be distributed mainly by the Justice Department.

All the work done at NBS is turned over to the interested agencies, which will decide the disposition to be made of it.

'Pacific 21' Announced As Bicentennial Event

"Go West Young Man" is still good advice for Americans, according to the sponsors of a Bicentennial event emphasizing the Pacific Ocean's role in the nation's future. The Pacific 21 Exhibition and International Conference, to be held at Century City in Los Angeles from June-Sept. 1976, will feature international conferences on trade and business in the twenty-first century, as well as a cultural festival and performances based on the heritage of the Pacific nations.

The activity has official recognition from the American Revolution Bicentennial Administration. The goal of Pacific 21, according to the sponsors, is "to highlight the future of the Pacific nations in relation to the United States, stressing economic, business, political and social aspects."

Thirty-five Pacific Basin countries, five states and several territories and possessions have been invited to participate, and many have already reserved space or expressed strong interest.

Further information can be obtained from John C. McComb, Pacific 21, Suite 1500, 10100 Santa Monica Blvd., Los Angeles, Calif. 90067.

Following Industry's Lead, Nation's Schools Prepare Pupils For Metric

A recent survey of state education departments shows that the swing to the metric system is accelerating.

Virtually every state has instituted some type of teaching activity related to teaching metric, reports Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology. Some plan to convert all textbooks to metric by 1976 or 1980, while others hope to be teaching metric as the principal measurement system by 1984.

The survey was conducted by the Metric Information Office of Commerce's National Bureau of Standards. Increasing interest in metric led NBS to publish a metric kit for use by teachers, students, businessmen and consumers.

"It is most encouraging that the schools are keeping pace with industry's change to metric," Dr. Ancker-Johnson commented. Because metric measurements are based on the decimal system and are more rational than the customary measurements, students have little difficulty adapting to metric, she noted.

Fifteen state school boards have adopted formal "go metric" resolutions and seven state legislatures have enacted laws directing the teaching of metric in public schools, the survey showed. Two additional state school systems (Alaska and California) are committed to going metric.

Forty-three states listed other categories of metric activity. Eighteen have held or are holding workshops to acquaint teachers with the metric system; eight have produced educational television films or other visual materials; eight have produced teachers' guides, pamphlets and other written materials, and states have formed metric committees to assist in the conversion process.

What they're doing

Some examples of state metric activity:

In Alabama, the state legislature adopted a metric resolution in September, 1973, and the state school system has begun workshops for teachers. "There is rather widespread metric interest and activity throughout the state," reported J. Zac Perry, a mathematics specialist with the state Department of Education.

In California, the state Board of Education last May approved guidelines under which all mathematics textbooks will be converted to metric for kindergarten through eighth grade by September 1976. Training of teachers has begun.

In Delaware, the Board of Education adopted a resolution last February whereby metric will be introduced into all public schools by the 1976-77 school year and will become the exclusive measurement system by the 1980-81 school year. The Board sponsored a "Think Metric Week" in October.

In New Jersey, the state Department of Education is working with the New Jersey Public Broadcasting Authority to plan a public television series.

Amendments to the Elementary and Secondary Education Act of 1965, signed into law last August, give the U.S. Office of Education prime responsibility for metric education. The legislation stated "it is the policy of the United States to . . . prepare students to use the metric system of measurement . . ."

For details, contact Metric Information Office, NBS, Washington, D.C. 20234 (301-921-2658).

We're Getting Older

The segment of the U.S. population aged 65 and over continues to grow, while the under-5 group continues to decrease, according to Commerce's Bureau of the Census.

In the year ending July 1, 1974, the nation's elderly population increased by an estimated 486,000 and the number under five dropped by 404,000 according to the Bureau. During the same period, the total population went up an estimated 1.5 million.

The changes, by broad age groups, follow:

Age group	July 1, 1973	July 1, 1974
Under 5	16,708,000	16,304,000
5 to 17	51,482,000	50,958,000
18 to 44	77,251,000	78,993,000
45 to 64	43,075,000	43,320,000
65 and up	21,329,000	21,815,000

Southeast Coastal Waters Survey Seen Yielding Commercial Data

It may not be a record, but it's a darn good average!

Commerce's National Oceanic and Atmospheric Administration has completed in two years a survey of southeastern U.S. coastal waters which had been programmed for completion in 1988.

The survey will provide information of possible commercial significance on the waters off the Carolinas, Georgia and North Florida, and will aid federal, state, local and private agencies in making decisions on environmental problems.

The survey will provide:

Survey sheets. These give in great detail (much more so than on nautical charts) ocean soundings along the coast. The information is important to commercial shipping, recreational craft and coastal engineering. It also provides a picture of the sea bottom, useful in almost any study of the area, whether for engineering or scientific purposes and in connection with petroleum research and the recovery of minerals on the continental shelf.

Tidal current data. These data will be available in various forms, including magnetic tape, printouts, computer plots and data analysis forms. In due course, the data will be incorporated in the tidal current tables published by the agency. The data provides information on the speed and direction of the water that flows in and out of the estuaries, information essential to coastal planning, especially in determining the dispersion of pollutants.

Shoreline maps. These depict the high and low water lines as determined by aerial photography. The maps are important in determining shoreline boundaries.

Aerial photographs. Coastal planners can use these for studies for the shoreline and for any type of shoreline construction.

In compressing the fifteen-year-survey into two years, NOAA used four ships, a hydrographic field party, land support units and an air photo mission. The ships and hydrographic party covered approximately 76,000 miles, equivalent to more than three times around the globe, in carrying out their surveys. The survey will serve as a prototype for similar concentrated surveys in other major coastal areas as funds and facilities become available.

Speedier processing

Processing of the data has also been speeded up in order to expedite the release of information for environmental development studies, such as ecology, pollution control and marine engineering, and for nautical charts. Considerable data from last year's operation are already available and data from this year's survey will be available in about 12 months. Ordinarily, the processing of the data in a survey of this type takes about five years beyond completion of the field work.

Other data gathered in the survey will be reflected later in updated nautical charts and tide and tidal current prediction tables. These data are important to ship navigation and all types of coastal engineering, including the construction of buildings and other structures such as piers and seawalls.

Queries concerning the availability of survey information and products should be addressed to the National Ocean Survey, Office of Marine Surveys and Maps (C3), Rockville, Md. 20852.

Recreational Diving Study To Focus On Diver Techniques, Equipment

Underwater activities are one of the fastest-growing areas of the U.S. recreation boom. . . . but too many divers are failing to come back alive.

Concerned about the growing rate of fatal diving accidents in the United States as the sport of recreational diving burgeons, a Commerce Department agency has joined the State of California and a private citizen in initiating a diving safety project at the University of California at Los Angeles.

Commerce's National Oceanic and Atmospheric Administration provided $30,200 through its Sea Grant program to get the project under way. The private citizen is Leonard Greenstone of Los Angeles, who provided $15,000 in personal funds for the project.

"In Los Angeles County alone there have been 129 recorded diving deaths in the past ten years," says UCLA's Dr. Glen Egstrom, who is directing the project, "and it has been obvious that much of the diving public isn't aware of the calculated risks in the sport."

NOAA's National Sea Grant Program was looking for an experienced, qualified organization that could undertake the work quickly. Learning of the NOAA search, Greenstone called Sea Grant's attention to the capabilities of Dr. Egstrom's UCLA team, and followed up with a financial commitment. Greenstone, a recreational diver and scuba instructor, has been concerned about the carelessness and lack of knowledge exhibited by many sports divers.

UCLA has for several years been a center for the study of man's performance underwater, examining human effectiveness under a variety of environmental conditions, with different kinds of equipment and for various types of jobs.

"The heaviest concentration of divers in the world exists in Southern California," said Dr. Egstrom, "and throughout the country there are almost 750,000 recreational divers. They are participating in a sport that is relatively new, and using equipment and emergency procedures that have never been systematically studied."

The UCLA Sea Grant project uses an underwater kinesiology laboratory—a facility especially designed to measure human performance under a variety of stress conditions. A biomechanical analysis of current scuba diving practices will be undertaken, to evaluate their efficiency and effectiveness. The analysis will cover surface and underwater swimming, buddy breathing, emergency inflation of flotation devices, use of weight belts, aid to distressed divers, and other critical diving skills.

Another major area of activity will be careful examination, testing, and analysis of the effects of equipment and its function on diving performance under various circumstances.

The Soft Life Won't Be Back

A sharp warning that the blithe days of easy and wasteful living are over for the American people was issued by Under Secretary of Commerce John K. Tabor in a recent speech to an American audience in Beirut, Lebanon.

Speaking before the Propeller Club of the United States, a group composed primarily of American business and banking representatives in the Near East, Tabor said:

"It is clear that in trade, where the competition is keener than ever, in our economy, where cheap raw materials have disappeared, and in the energy field, where we must change our style of living, the easy days are over.

"We can no longer afford the wastefulness and the prodigality of the last 30 years. We are no longer astride a world battered and destroyed by World War II or just emerging from colonialism.

"We are in a new world of vigorous trading partners and proud developing people who are achieving, and will insist on more achievement, of their rising expectations.

"This will mean keen, tough competition. To play our proper role in this new scene, we shall need more productivity, more ingenuity, more cooperation, and in all probability more sacrifice.

"It seems to me it is time for America to close ranks and deal constructively with the problems confronting her. We have had a long 'winter of discontent'—stretching back to Vietnam, Watergate, and recession. We have had enough of destruction, fault-finding, and cynicism. Would we not do better now to pose positive alternatives, or to accept the proposals put forward and cure the weaknesses as we go forward?"

Tabor recalled that former Secretary of the Treasury George Shultz said recently that "We do not lack leaders or leadership," and added:

"Perhaps what we need is followership—not uncritical followership, but the view that if a proposal has substantial merit and was posed in good faith, our better course is to support it and move ahead."

Tabor recalled that the historian Toynbee pointed out that all civilizations have confronted challenges, and that those with "fiber and resilience" met the challenges, adapted to them, came back stronger than before, and rose to new levels of economic health and creativity.

"The United States and the free world are confronting just such a challenge as a result of the oil shock and the world-wide recession.

"How will America respond?

"No one else will save us. No one else can frame our response. It is up to every one of us to meet the challenge—to respond with effort, ingenuity, and determination. If we all do, America indeed will emerge from the challenge leaner and stronger."

Report Lists Top Patent Recipients

Entitled *A Review of Patent Ownership*, the fourth report issued by Commerce's Office of Technology Assessment and Forecast identifies the 73 corporations and government agencies which received 500 or more patents during the five year period 1969-73. Also covered, in terms of patent ownership, is activity in the technology of nuclear energy, oil shale and coal gasification.

In releasing the report, Patent Commissioner C. Marshall Dann commented, "The patent files represent a vast but largely untapped information resource of great potential value. We intend to do our best to mine that resource and to realize that potential."

Copies of the *Fourth Report* are available from the National Technical Information Service, U.S. Department of Commerce, Springfield, Virginia 22151. The report's identification number is COM 75-10050, price $5.75.

Copies of the three previous publications, listed below, are available from the same source: *Initial Publication*, May 1973: (COM 73-10767), $3; *Early Warning Report*, December 1973: (COM 74-10150), $6.75, and *Third Report*, June 1974: (COM 74-11383), $5.50.

Inquiries should be directed to: Office of Technology Assessment and Forecast, U.S. Patent and Trademark Office Washington, D.C. 20231.

Recent Technical Publications

These recent reports of government-conducted or government-sponsored research of possible interest to U.S. businessmen are available from the National Technical Information Service. Prices listed are for paper copies; second prices, where listed, are for microfiche. All others are available in microfiche for $2.25. Order from NTIS, Springfield, Va. 22161 (703-321-8543).

An overview of the factors impacting metrication of the U.S. housing industry (COM-74 11224/CZ). National Bureau of Standards, Dec. 1973. 36pp. $3.25.

Standard Industrial Classification Manual: 1967 (PB-232 712/CZ). Bureau of the Budget, Washington, D.C. 613pp. $13.

Tax incentives and the long-term ownership of Section 236 projects (PB-233 333/CZ). Touche Ross & Co., Washington, D.C. Sept. 1973. 82 pp. $4.

Evaluation of coal conversion processes to provide clean fuels: Part I (PB-234 202/CZ). Electric Power Research Inst., Palo Alto. 78pp. $4.

Laboratory load tests on buried flexible pipe: Report #5, FRP, PE and PVC pipe (PB-233 939/CZ). Bureau of Reclamation, Denver. July 1973. 56pp. $3.75.

Electronic data storage devices (AD-779 600/CZ). Defense Documentation Center, May 1974. 455pp. $9.25.

The computer utility as a marketplace for computer services (AD-780 436/CZ). MIT, May 1974. 102pp. $4.50.

Materials research in support of superconducting machinery (AD-780 596/CZ). National Bureau of Standards, March 1974. 567pp. $10.75.

National petroleum supply and demand, 1974 post-embargo (PB-232 489/CZ). Federal Energy Admin., April 1974. 56pp. $3.75.

Technology transfer—a bibliography with abstracts (COM-74-11194/CZ). NTIS, July 1974. 158pp. $20 (microfiche $20).

A research approach to the international transfer of technology: Phase I report (PB-233 527/CZ). Stanford Research Inst., May 1974. 44pp. $3.25.

Effect of processing on the nutritional value of feeds (PB-232 827/CZ). National Research Council's Committee on Animal Nutrition, 1973. 503pp. Microfiche only. Paper copy available from National Academy of Sciences Printing and Publishing Office, 2101 Constitution Ave., Washington, D.C. $10.50.

Determination of the number of commercial and non-commercial recreational boats in the U.S., their use and selected characteristics (COM-74-11186/CZ). Information Concepts, Arlington, Va., Dec. 1973. 118pp. $4.50.

Statistical analysis of merchandise losses by shoplifting (PB-232 505/CZ). Commercial Service Systems, Van Nuys, Cal., May 1974. 17pp. $3. By same firm, *Survey and analysis of shiplifting data from 1964-73* (PB-232 506/CZ). 126pp. $4.75.

Recreational properties: an analysis of the markets for privately-owned recreational lots and leisure homes (PB-233 148/CZ). Ragatz Assoc., Eugene, Ore., May 1974. 533pp. $10.25.

Seismic design decision analysis: inelastic design of building frames to resist earthquakes (PB-233 856/CZ). MIT, May 1974. 138pp. $4.75.

An ion-exchange process for recovery of chromate from pigment manufacturing (PB-233 641/CZ). Mineral Pigments Corp., Beltsville, Md. June 1974. 102pp. $4.50.

Evaluation of municipal sewage treatment alternatives (PB-233 489/CZ). Battelle-Pacific Northwest Labs, Feb. 1974. 429 pp. $9.

Proceedings of annual legislative workshop on radioactive shipments through our states: the weakest link (CONF-730 588/CZ). Southern Interstate Nuclear Board, Atlanta, 1973. 126pp. $5.45.

Program for management of hazardous wastes (PB-233 629/CZ): 2-vol. set). Battelle-Pacific Northwest Labs, 1974. $25.

Wastewater reclamation: socio-economics, technology and public acceptance (PB-233 675/CZ). Stone (Ralph) & Co., Los Angeles, May 1974. 235pp. $6.

Quarterly awards listing: grants assistance programs (PB-233 884/CZ). Environmental Protection Agency, May 1974. 77pp. $4.

Heat pipe technology: a bibliography with abstracts (PB-232 490/CZ). U. of New Mexico Technology Application Center, 1973. 236pp. $20 (microfiche $20).

Technology transfer bibliography with abstracts (COM-74 11194/CZ). NTIS, July 1974. 158pp. $20 (microfiche $20).

Directory of federally-supported information analysis centers; 3rd ed. (PB-233 582/CZ). National Referral Center, Washington, D.C. 65pp. $3.75.

A study of social costs for alternate means of electrical power generation for 1980 and 1990 (ANL-8092/CZ). Argonne National Lab, Feb. 1973. 203pp. $7.60.

Solid waste disposal (PB-233 144/CZ). Radian Corp., Austin, Tex. May 1974. 314pp. $7.25.

Chemical conversion of solid wastes to useful products (PB-233 178/CZ). Oregon State U. Dept. of Agricultural Chemistry, April 1974. 177pp. $5.50.

Sewage and organic waste irrigation: a bibliography with abstracts (COM-74 11192/CZ). NTIS, July 1974. 93pp. $20 (microfiche: $20).

Characterization of wastewaters from the ethical phramaceutical industry (PB-233 116/CZ). Gulf South Research Inst., Baton Rouge, July 1974. 77pp. $4.

Great Lakes water quality (PB-233 187/CZ). Great Lakes Water Quality Board, April 1974. 121pp. $4.50.

Lead exposure at an indoor firing range (PB-232 777/CZ). Nat'l Inst. for Occupational Safety and Health, Cincinnati, 1974. 32pp. $3.25.

Environmental impact analyses: a review of three methodologies (PB-232 947/CZ). U. of Wisconsin Water Resources Center, Madison, 1974. 75pp. $3.75.

Analysis of pollution control costs (PB-233 026). Appalachian Regional Comm., Feb. 1974. 421pp. $5.70.

Materials and man's needs: materials science and engineering (PB-232 807/CZ). National Academy of Sciences, April 1974. 245 pp. Microfiche only. Paper copies available for $5.75 from National Academy of Sciences, 2101 Constitution Ave., NW., Washington, D.C. 20418.

Handbook of Soviet adhesives (AD-780 713/CZ). Army Foreign Service & Technology Center, April 1974. 245 pp. $6.

Improved sensors and fire control systems for mining equipment: Phase I (PB-232 405/CZ). FMC Corp., San Jose, Cal. 234pp. $6.

Mine safety: a bibliography with abstracts (COM-74 11283/CZ). NTIS, July 1974. 173pp. $20 (microfiche $20).

State and federal jurisdictional conflicts in the regulation of U.S. coastal waters (COM-74 11283/CZ). North Carolina U. School of Law, April 1974. 85pp. $4.

An analysis of oil outflows due to tanker accidents, 1971-72 (AD-780 315/CZ). Henry (J. J.) Col, Moorestown, N.J. Nov. 1973. 169pp. $5.

Transportation rates and costs for selected virgin and secondary commodities (PB-233 871/CZ). Moshman Assoc., Bethesda, Md. 1974. 254pp. $6.50.

On performance appraisal (AD-782 321/CZ). Naval Postgraduate School, Monterey, Cal. June. 48pp. $3.75.

ON-THE-JOB TRAINING—*Lockheed Aircraft trains workers to produce parts for its L-1011 jumbo jet at its plants, one of four heavy industries in Los Angeles' Watts Industrial Park.*

Watts Industrial Park Provides Incubator For Fledgling Businesses

Delicate plants sometimes need to start out in the artificial atmosphere provided by a hothouse to survive the chills and droughts of the real world. Perhaps minority businesses are in somewhat the same situation in an economy that has not always proven very hospitable.

To test the validity of such a premise, a Commerce Department unit has teamed up with the Office of Economic Opportunity to fund Watts Industrial Park, a 54-acre, specially-designed "incubator" to help fledgling minority firms build up business acumen and self-confidence before venturing out into the cold world of full-fledged competition.

Following the 1965 civil disturbances in Watts, the U.S. Government decided in 1968 to provide aid in the form of a $3.8 million Economic Development Administration loan and a $3.8 million OEO grant. The Economic Resources Corp., a private, nonprofit corporation made up of industry leaders, was engaged to develop the industrial park.

Today, Watts Industrial Park has four heavy industry plants, 15 small businesses and a Community Service Center under construction for park tenants, and employs more than 1,000 residents of Watts.

The major employers are Lockheed Aircraft, whose workers make parts for the L-1011; Dyna Manufacturing Co., which makes household articles; Watts Manufacturing Corp., a largely black-owned metal fabricator; and Compressor Service Co., which repairs, packages and sells compressors for industrial concerns.

A mini-industrial complex for small businesses consists of four buildings totaling 70,000 square feet. Businesses in the mini-complex include computer firms, a chemical company, a construction firm and a dental laboratory.

The complex was envisioned, according to ERC executive director C. Robert Kemp, as a form of incubator. Fledgling firms will be housed there until they prove themselves capable of survival. Particular emphasis is placed upon development of minority entrepreneurs. Commerce's Office of Minority Business Enterprise funds ERC's program for these companies. ERC provides management services and technical assistance, including seminars on obtaining government contracts and market planning, and expert counseling in the areas of finance and accounting, advertising, sales and research.

A day-care center is in development stages, to serve both industrial park employees and local residents.

Calendar For Businessmen

Feb. 18-19—New York—The Conference Board Tenth Annual Financial Conference, Waldorf-Astoria. For information, The Conference Board, 845 Third Ave., New York 10022. (212-759-0900.)

Feb. 23-25—Andover, Mass.—The Future For Printing Technology, IGC Conference Center. For information, Institute For Graphic Communication, 375 Commonwealth Ave., Boston, Mass. 02115. (617-267-9425.)

Feb. 24-26—New York—Technical Assn. of Pulp and Paper Industries annual meeting and exhibition, New York Hilton. For information, Bill Manning, TAPPI, Atlanta. (414-394-6130.)

Feb. 24-28—San Diego—Fundamentals of Plastics, Sheraton Harbor Island Inn. Sponsor: School of Continuing Education, New York University. For information, SCENYU, New York Management Center, 360 Lexington Ave., New York 10017. (212-953-7266.)

Feb. 25-27 — Washington — Transactional Management seminar, Georgetown Univ. For information, Ms. Betsy Girton, School for Summer and Continuing Education, Georgetown Univ., Washington, D.C. 20057. (202-625-3001.)

Feb. 27-28—Dayton—National seminar on productivity enhancement in logistics systems. Sessions at Biltmore Towers Hotel, Kettering Science Center and Wright-Patterson Air Force Base. Sponsors: Commerce Cincinnati District Office, Nat'l Comm. on Productivity, USAF Logistics Command. Speakers include Ass't. Secretary of Commerce for Economic Affairs James L. Pate. For information, Lt. Col. Camealy at 513-257-2806 or 3732.

March 3-5—Washington—Management by Objectives seminar, Georgetown Univ. For information, Ms. Betsy Girton, School for Summer and Continuing Education, Georgetown Univ., Washington, D.C. 20057. (202-625-3001.)

March 3-5—Chicago—Fundamentals of Metals Technology, Sheraton Chicago. Sponsor: New York University School of Continuing Education. For information, NYUSCE, New York Management Center, 360 Lexington Ave., New York 10017. (212-953-7266.)

March 4—Louisville—Public Meeting on 1980 Census, Louisville Area Chamber of Commerce. For information, Commerce Memphis District Office.

Businessmen Begin Advisory Role For Trade Negotiations; Commission Hearings Listed

Administration preparations for multilateral trade negotiations have begun in earnest. Over 500 U.S. businessmen, organized into 26 advisory committees divided by industrial sectors, held their first meetings in Washington from Jan. 16 to 30 to begin preparing their advice to U.S. negotiators regarding U.S. objectives to be sought in forthcoming international trade negotiations.

On Feb. 11, Federal Government officials who are members of the U.S. negotiating team attended a meeting in Geneva, Switzerland, of the Trade Negotiations Committee (TNC). The TNC is the steering group for the negotiations which are being held under the auspices of the General Agreement on Tariffs and Trade (GATT). Issues involved in setting up the framework for detailed multilateral talks later this year were discussed.

Both series of meetings followed upon the signing Jan. 3 by President Ford of the Trade Act of 1974 which, among other provisions, grants the authority to the President that will enable the U.S. to participate in multilateral discussions aimed at lowering tariff and nontariff barriers to trade and at resolving other trade-related issues.

In opening the Washington sessions of the industry advisors, Under Secretary of Commerce John K. Tabor urged them to take advantage of an unprecedented opportunity to help shape American trade policy, and said that representatives of labor and agricultural groups were being asked to do the same. He declared that this open door approach "is not just a statement of Administration policy; it is also a matter of law," a reference to provisions in the newly-adopted Trade Act.

Tabor met at the Department of Commerce with the Industry Sector Advisory Committees (ISAC). The members of these 26 committees are senior executives in companies or trade associations, and are knowledgeable about the international market forces affecting the competitiveness of products made by U.S. industries. Each committee was given a target date in February for submission of the views of its members on various issues to be considered in the GATT negotiations. Another round of meetings for further discussions of the issues, and for consideration of a draft report of member views is expected to be held in April.

Other advisory committees now being formed are:

- The President's Advisory Committee for Trade Negotiations. This 45-member public body is to provide a comprehensive and balanced view of the national interest as it relates to U.S. negotiating objectives. It will have representatives of government, industry, labor, agriculture, small business, service industries, retailers, consumer interests and the general public and will be chaired by the President's Special Representative for Trade Negotiations.
- The Industry Policy Advisory Committee. Composed of 19 chief executives of U.S. companies, it will give the U.S. negotiating team continuing policy advice from an industry viewpoint throughout the trade negotiations (See box item).
- Labor and Agriculture Advisory Committees. These are similar in their areas to the industry committees.

Meanwhile the International Trade Commission (formerly the Tariff Commission) has announced that it will hold hearings in Washington and around the country over the next few months to obtain the views of all interested parties on the trade negotiations (See box item on this page for details).

Under provisions of the Trade Act, the President also must provide for public hearings at which all interested persons may present their views relating to any matter relevant to trade negotiations, not just to proposed U.S. duty modifications, which is the focus of the International Trade Commission hearings. Public hearings will be conducted in Washington, and depending on demand, perhaps in a few distant major cities. The hearings probably will begin in April or May and run as long as necessary. Such hearings in preparation for the Kennedy Round negotiations (1962) lasted two months.

Congress will also participate in the advisory process. It will have ten committee members, with staff assistants, helping to shape negotiating policies.

In general, the timetable for the trade talks sets aside the period between now and July to gather and record public views, the period of July-September for formulation of U.S. negotiating objectives, and the months of September and October for the commencement of substantive negotiations.

The International Trade Commission will conduct a series of public hearings concerning the economic impact of future tariff reductions that the President can make through international trade agreements. The first will be held at the Commission's hearing room, 8th and E Sts., NW., Washington, D.C. 20436, from Feb. 25-27, and the last will be held at that location from April 8 until all interested parties have been heard. Oral and written testimony is sought. Two weeks notice is required on requests to appear.

The schedule outside Washington: New Orleans, March 4-5; Atlanta, March 6-7; Phoenix, March 11-12; San Francisco, March 13-14; Minneapolis, March 18-19; Portland, Ore., March 20-21; New York, April 1-2; Boston, April 3-4; Chicago, April 8-9; Cleveland, April 10-11; Denver, April 14-15; Omaha, April 16-17; Kansas City, April 18-19.

The Commission is interested in developing factual information on trends in domestic production, investment, capacity, profits, and employment; the availability and costs of raw materials; trends in imports and in the price relationships between domestic and imported articles; relative technologies of domestic and foreign industries producing like or directly competitive products; the extent to which duty reductions may be reflected in market prices both of the domestic and imported products; and the market outlook for both domestic and imported products as a result of duty reductions.

Washington's

Official Trade Briefs

This article is another in a series of reports that describe actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE PRESIDENT

Bills Signed: The following bills passed by the 93rd Congress were signed into law by the President: H.R. 421, to amend the Tariff Schedules of the United States (TSUS) to permit importation of upholstery regulators, upholsterer's regulating needles, and upholsterer's pins free of duty (P.L. 93-625); H.R. 11273, to provide for regulation of the movement in foreign commerce of noxious weeds and potential carriers thereof (P.L. 93-629); H.R. 11796, to provide for duty-free entry of a 3.60 meter telescope and associated articles for the use of the Canada-France-Hawaii Telescope Project at Mauna Kea, Hawaii (P.L. 93-630); H.R. 15977, to amend the Export-Import Bank Act of 1945 (P.L. 93-646); and S. 2193, to provide for increased participation by the the United States in the Asian Development Bank (P.L. 93-537).

Bills Vetoed: The President vetoed the following bills: H.R. 2933, to improve the quality of filberts marketed in the United States; and H.R. 8193, to require that a percentage of oil imports be carried on U.S. flag vessels.

Executive Order: The President on Jan. 23 issued an executive order raising the tariff on imports of crude oil, natural gas products, unfinished oils, and all other finished products (except ethane, propane, butanes, and asphalts) entered into the United States on or after Feb. 1 by $1 per barrel, rising to $2 per barrel March 1, and to $3 per barrel April 1.

THE CONGRESS

Committee Hearings—Senate: The Subcommittee on Multinational Corporations of the Committee on Foreign Relations held hearings on alternative approaches to the oil import problem, receiving testimony from Prof. M. A. Adelman, Massachusetts Institute of Technology.

The Subcommittee on Financial Markets of the Committee on Finance began hearings on the impact of oil import payments and petrodollar recycling upon the U.S. economic and financial markets, receiving testimony from William E. Simon, Secretary of the Treasury.

Bills Reported: The Committee on Ways and Means ordered reported favorably to the House H.R. 1767, as amended, to suspend for a 90-day period the authority of the President under section 232 of the Trade Expansion Act of 1962 or any other provision of law to increase tariffs, or to take any other import adjustment action, with respect to petroleum or products derived therefrom; and to negate any such action which may be taken by the President after Jan. 15, 1975, and before the beginning of such 90-day period.

New Legislation: Since the opening of the 94th Congress, 126 trade and related bills have been introduced. The provisions of these bills are outlined below. S. 4, to provide a program to systematically reduce imports of crude oil, residual fuel oil, and petroleum products and to provide for a report on such program; S. 119, to amend the TSUS to accord to the Trust Territory of the Pacific Islands the same tariff treatment as is provided for insular possessions of the United States. S. 140, to require Congressional approval of oil import fees; S. 147, to improve the quality of filberts marketed in the United States; S. 296, to amend the Internal Revenue Code of 1954 relating to the application of the foreign tax credit to taxpayers engaged in the extraction, production, or refining of oil or gas in foreign countries (other bills relating to such foreign tax credits are S. 312, H.R. 619, H.R. 1176, H.R. 1934, H.R. 2023); S. 329, to direct the Secretary of Commerce to require reports from foreign investors in the United States and their agents, and for other purposes.

Also, S.J.Res. 12, a resolution to prohibit for 60 days the imposition of tariffs, fees, and quotas on oil imports and the lifting of all price controls on domestic oil, and thereafter to require the submission to, and the right of approval of, the Congress of any such action within 30 days; S. 394, to amend the Trade Act of 1974 to clarify the application of the Generalized System of Preferences to certain countries (similar bill, S. 465); S. 505, a bill entitled the United States Petroleum Import Act (to regulate petroleum imports, to allocate available supplies, to ration gasoline, and for other related purposes); S. 511, to authorize the Secretary of Commerce to engage in certain small business export expansion activities.

In addition, H.R. 40, 638, 1187, 1533, and 1904, identical bills to prohibit importation, manufacture, sale, purchase, transfer, receipt, possession, or transportation of handguns, except for or by members of the Armed Forces, law enforcement officials, and, as authorized by the Secretary of the Treasury, licensed importers, manufacturers, dealers, antique collectors, and pistol clubs; H.R. 80 and 607, identical bills to amend the Fishermen's Protective Act of 1967 to strengthen the import restrictions which may be imposed to deter foreign countries from conducting fishing operations which adversely affect international fishery conservation programs; H.R. 124, to amend section 232 of the Trade Expansion Act of 1962 to prohibit imposition under the authority of that section of duties, taxes, or fees on importation of petroleum and petroleum products; H.R. 140, to prohibit different types of foreign assistance to any country which engages in a consistent pattern of gross violations of internationally recognized human rights, including torture or cruel, inhuman or degrading treatment or punishment; internment or imprisonment for political purposes; or other flagrant denials of the right to life, liberty, and the security of the person.

Also, H.R. 200, 358, 417, 710, and 2055, identical bills to extend on an interim basis the jurisdiction of the United States over certain ocean areas and fish to protect the domestic fishing industry; H.R. 315, to require congressional approval of tariffs on petroleum imports; H.R. 329, 330, 715, and 1071, identical bills to require that a percentage of oil imports be carried on U.S. flag vessels; H.R. 397 and 1342, identical bills to protect the public health and welfare by providing for inspection of imported dairy products and by requiring that such products comply with certain minimum standards for quality and wholesomeness, and that the dairy farms on which milk is produced and the plants in which such products are produced meet certain minimum standards of sanitation.

In addition, H.R. 411 and H.R. 945, identical bills to establish a National Foreign Investment Control Commission to prohibit or restrict foreign ownership or management control, through direct purchase, in whole or in part from acquiring securities of certain domestic issuers of securities by merger, tender offer, or any other means, and from acquiring control of certain domestic corporations or industries, real estate, or other natural resources deemed to be vital to the economic security and national defense of the United States (similar bill, S. 425).

H.R. 415, to amend the Act of May 20, 1964, "An act to prohibit fishing in the territorial waters of the United States and in certain other areas by vessels other than vessels of the United States, and by persons in charge of such vessels," to define those species of Continental Shelf fishery resources which appertain to the United States; H.R. 418, to create a Joint Congressional Committee on Foreign In-

vestment Control in the United States; H.R. 475, to repeal the statutory authority to impose quotas on certain imported meat and meat products; H.R. 610 and 2429, identical bills to prohibit, except in extreme emergency, assistance under the Agricultural Trade Development and Assistance Act of 1954 to any country which does not make reasonable and productive efforts, especially with regard to family planning, designed to alleviate the causes of the need for assistance provided under such act; H.R. 648, to amend Title 10 of the U.S. Code to prohibit contracting for construction of vessels for the U.S. Navy at places outside of the United States.

H.R. 633, 1202, and 1253, identical bills to direct the President to halt all exports of gasoline, distillate fuel, oil, and propane gas until he determines that no shortage of such fuels exists in the United States; H.R. 685 and 2147, identical bills to amend the Comprehensive Drug Abuse Prevention and Control Act of 1970 and other laws to discharge obligations under the Convention of Psychotropic Substances relating to regulatory controls on manufacture, distribution, importation, and exportation of psychotropic substances; H.R. 758, to permit any returned prisoner of war of the Vietnam conflict to import free of duty additional personal and household effects during the 1-year period after his return to the United States; H.R. 787, to require that dairy products which are imported be labled to disclose such fact;

H.R. 833 and 1261, identical bills to amend the Export Administration Act of 1969 to provide for regulation of the export of agricultural commodities (similar bill, H.R. 2267); H.R. 841, to provide that foreign made products be labeled to show country of origin; H.R. 975, to amend chapter 26 of Title 49 of the U.S. Code to provide that compressed gas cylinders shipped in interstate commerce be inspected in the United States.

H.R. 976, to protect collectors of antique glassware against the manufacture in the U.S. or importation of imitations of such glassware; H.R. 1035, to amend the Commodity Exchange Act to require public disclosure of certain information relating to sales of commodities for export; H.R. 1036, to authorize establishment and maintenance of reserve supplies of soybeans, corn, grain sorghum, barley, oats, and wheat for national security and to protect domestic consumers against an inadequate supply of such commodities; H.R. 1110, to establish a research and development program within the National Bureau of Standards for alleviating shortages of products and materials; H.R. 1130, to authorize assistance to foreign countries in exchange for strategic or critical raw materials; H.R. 1203, to prohibit exportation of fertilizer until the Secretary of Agriculture determines that an adequate domestic supply exists.

H.R. 1248, to limit the quantity of iron and steel scrap which may be exported from the United States to 6 million tons annually during the next 3-year period; H.R. 1265, to prohibit Most-Favored-Nation treatment and commercial and guarantee agreements from being extended to any non-market economy country which denies to its citizens the right to emigrate, or which imposes more than nominal fees upon its citizens as a condition to emigration; H.R. 1334, to amend the Export-Import Bank Act of 1945 to prohibit extension of credit to Turkey until the President reports to the Congress that Turkey is cooperating with the United States in the curtailment of heroin traffic; H.R. 1352, to prohibit importation of any fresh, chilled, frozen or canned cattle meat for a 180-day period; H.R. 1353, to prohibit importation of any dairy products for 12 months unless and until the market price for milk reaches 100 percent of parity and then only if the Secretary of Agriculture certifies that the products equal or exceed all U.S. health and sanitary requirements; H.R. 1377 and 2040, identical bills to repeal 88-482; H.R. 1474, to amend the provisions of the Tariff Act of 1930 relating to the marketing of imported articles in order to clarify the meaning of "ultimate purchaser" in the case of certain articles imported for processing.

H.R. 1494, to amend the Federal Meat Inspection Act to require that imported meat and meat food products made in whole or in part of imported meat be labeled "imported" at all stages of distribution including delivery to the ultimate consumer; H.R. 1495, to require imported foodstuffs to meet standards required by the Federal Government for domestic foodstuffs; H.R. 1573, to prohibit Soviet energy investments; H.J. Res. 110, to require submission to and approval by Congress of fees on oil imports; H.R. 1658, to amend the Trade Expansion Act of 1962 to provide for congressional disapproval of Presidential actions to raise or lower tariff barriers in the name of national security; H.R. 1672, to suspend for a 3-year period the duty on mustard seeds; H.R. 1774, 1808, 1809, and 2170, identical bills to require congressional approval of tariffs on petroleum imports; H.R. 1794, to suspend the duty on natural graphite for 5 years; H.R. 1832, to provide for orderly trade in antifriction ball and roller bearings and parts thereof; H.R. 1842-6 and 2442, identical bills to amend the United Nations Participation Act of 1954 to halt importation of Rhodesian chrome.

In addition, H.R. 1924, to prohibit withdrawal of merchandise from a customs bonded warehouse for exportation pursuant to retail sales unless such warehouse is in close proximity to a port, airport, or border-crossing station.

H.R. 1977, to create a special tariff provision for imported glycine and related products (identical to S.J. Res. 12); H.R. 2177, to amend the TSUS to provide for a partial exemption from duty for articles previously exported from the United States composed in part of fabricated components the products of the United States, when returned after having been exported, without having been advanced in value or improved in condition while abroad; H.R. 2180, to amend the TSUS to suspend the duty on certain aircraft components; H.R. 2181, to amend the TSUS to provide duty-free treatment of any aircraft engine used as a temporary replacement for an aircraft engine being overhauled within the United States if duty was paid on such replacement engine during a previous importation; H.R. 2271 and 2378, identical bills to prohibit importation into the United States of commercially produced dog and cat animal products; and to prohibit dog and cat animal products moving in interstate commerce; H.R. 2300, to impose quantitative limitations on importation of shrimp during calendar years 1974 and 1975, and to impose a duty on imported shrimp; H.R. 2329 (identical to S. 425); H.R. 2346, to impose temporary quotas on motor vehicles imported from foreign countries which do not allow substantially equivalent market access to motor vehicles manufactured in the United States; H.R. 2362, to extend from 8 to 24 months the period in which domesticated animals may pasture in foreign countries and be accorded duty-free status upon reentry into the United States; H.R. 2381, to prohibit importation, manufacture, possession, sale, and any other transfer of hollow point (dum dum) bullets in the United States.

INTERNATIONAL TRADE COMMISSION

Note: Pursuant to section 171 of the Trade Act of 1974, the United States Tariff Commission has been renamed the United States International Trade Commission.

Adjustment Assistance — Workers: The Commission reported to the President that workers and former workers of the Milford, Mass. plant of the Shaer Shoe Corp., Manchester, N.H. **(footwear for women)** meet the requirements of the Trade Expansion Act of 1962 (TEA) and are eligible to apply to the Department of Labor for adjustment assistance.

The Commission reported to the President that the following groups of workers are ineligible to apply for adjustment assistance: workers and former workers of Patio Shoes, Inc., South Norwalk, Conn. **(footwear for women);** former workers of El Rey of Hollywood, Inc., Los Angeles,

Ca. **(women's footwear);** former workers of Baxter Woolen Co., Inc., and Stafford Processing Corp., East Rochester, N.H. **(woven fabrics, including laminated and woven fabrics of wool).**

Investigations—Workers: On the basis of petitions filed under the provisions of the TEA, the Commission has opened the following new investigations on the effect of imports on behalf of workers and former workers of: the Syracuse, N.Y. plant of the General Electric Co., New York **(transistors and diodes);** Allen Quimby Veneer Co. division, Bingham, Ma., of Columbia Plywood Corp., a wholly owned subsidiary of the Columbia Corp., Portland, Ore. **(birch plywood doorskins and birch veneer panels);** Joseph Weiss & Sons, Inc., Brooklyn **(manufactured granite);** Andrew Manufacturing Corp., New York **(footwear for women);** Manchester, N.H. plant of the Shaer Shoe Corp., Manchester, N.H. **(footwear for women);** Gardiner Shoe Co., Lewiston, Ma. **(footwear for men).**

Adjustment Assistance—Firms: The Commission reported to the President that the following firms meet the requirements of the TEA and are eligible to apply to the Department of Commerce for adjustment assistance: Haddad Shoe Co., Lancaster, Pa. **(footwear);** Joseph Weiss & Sons Brooklyn **(manufactured granite).**

Section 337 Cases (Unfair Import Competition): The Commission made a finding of a violation of Section 337 of the Tariff Act of 1930 involving certain **convertible game tables and components thereof.** The Commission recommended that the President issue an exclusion order to forbid entry into the United States of convertible game tables (whether imported assembled or not assembled) made in accordance with the claim(s) of U.S. Patent No. 3,711,099, except when certain specified requirements are met. In connection with this case, the Commission denied the petition for a rehearing filed with it on Jan. 13 by respondent Armac Enterprises, Inc.

The Commission recently initiated preliminary inquiries on complaints alleging unfair methods of competition and unfair acts in the importation and sale of the following products: **Angolan Robusta coffee** of the grade "Ambriz 2BB" (case 337-L-80), complaint filed by Cofinco, Inc., Imperial Commodities Corp., Mitsui & Co. (U.S.A.), Inc., S.F. Pellas Co., Inc., and Van Ekris & Stoett, Inc., each of New York; and **overlapping digital movements** (case 337-L-79), complaint filed by General Time Corp., Mesa, Ariz.

The Commission denied the motion of International Rectifier Corp. and the USY Pharmaceutical Corp. that the Commission stay its investigation number 337-36, **Doxycycline,** during the pendency of two related Federal court actions. The Commission is continuing its investigation.

The Commission ordered termination of investigation number 337-40, **electronic flash devices,** with respect to Braun North America, a division of the Gillette Co. of Cambridge, Mass.

Dumping Case: The Commission notified the Secretary of the Treasury that an industry in the United States is likely to be injured by reason of imports from Japan of **tapered roller bearings and certain components thereof** sold at less-than-fair value. As a result of the Commission's decision, these roller bearings and components will become subject to special dumping duties.

OTHER AGENCIES

Treasury—Dumping Cases: The Department announced initiation of antidumping investigations on the following products imported from Japan: **radial ball bearings, rechargeable sealed nickel-cadmium batteries,** and **birch three-ply doorskins.**

The Department announced a withholding of appraisement on the following products, pending a determination as to whether they are being sold at less-than-fair value within the meaning of the Antidumping Act of 1921, as amended: **portable electric typewriters** from Japan; **welt work shoes** from Romania; **lock-in amplifiers and parts thereof** from the United Kingdom.

The Department also made the following announcements: a determination of no sales at less-than-fair value on **rapid transit vehicle seats** from Brazil; a tentative modification of a dumping finding on **tuners** (of the type used in consumer electronic products) from Japan, to exclude from the finding tuners exported by the Victor Co. of Japan, Ltd; a tentative determination to revoke a finding of dumping in the case of **potassium chloride** from West Germany; and a tentative negative determination in an antidumping investigation on **chicken eggs in the shell** from Canada.

Treasury—Countervailing Duties: Treasury on Jan. 15 published in the *Federal Register* a list of 30 countervailing duty complaints involving 19 countries which are currently under investigation by the Department. The action was taken pursuant to provisions of the Trade Act of 1974, which require the Department to publish a notice upon receipt of all complaints alleging that goods exported to the United States have benefited from bounties or grants in the country of export. Complaints pending on the date of enactment of the Act were to be treated as if received on that date. Under previous Treasury procedures, no public notice was issued until after an inquiry had been conducted establishing the probable validity of such complaints.

Treasury officials emphasized that publication of these notices is a procedural step required by law, and does not indicate that the Department has made any decision on the validity of the allegations contained in the complaints. Under the Trade Act the Department is required to issue a preliminary determination within six months after receipt of a complaint, but is granted an additional six-month period to determine whether imposition of a countervailing duty is warranted under the provisions of Section 303 of The Tariff Act of 1930, as amended. The Treasury Department in several instances has already engaged in discussions with the foreign governments concerned. Officials pointed to the complaint against dairy products from the European Community as a case in which considerable progress has already been made toward resolving the issues involved.

The following petitions were received prior to enactment of the Trade Act of 1974, but formal investigations had not as yet been initiated on such petitions: float glass, Belgium, Italy, France, West Germany, U.K.; processed asparagus, Mexico; dairy products, EC members; ferrochrome, South Africa; footwear, Taiwan; cheese, Austria, Switzerland; leather handbags, Brazil; non-rubber footwear, Korea; canned hams, EC member states; shoes, West Germany; leather products, Argentina; steel products, U.K., Austria, West Germany, France, Netherlands, Belgium, Luxembourg; cotton textiles and man-made fibers, India; cast iron soil pipe and fittings, India; tie fabrics, Korea, Japan, West Germany; oxygen sensing probes, Canada.

Labor—Adjustment Assistance: The following groups of workers have been certified by the Department as eligible to apply for adjustment assistance: 350 employees of Weiss-Lawrence, Inc., Dover, N.H. **(women's footwear);** 210 former employees of American Girl Fashions, Inc., Continental Shoe Division, Portsmouth, N.H. **(women's footwear);** 250 former employees of the Milford, Mass. plant of the Shaer Shoe Corp. **(women's footwear);** 500 employees of the Harrison, N.J. plant of the RCA Corp. **(electronic components);** and 1,900 workers of Electro Motive Corp., Melville, N.Y. **(electronic components).**

A petition for adjustment assistance on behalf of approximately 700 employees of Fourco Glass Co., Clarksburg, W. Va., **(sheet glass)** has been denied.

International Trade Briefs

Canada—Dumping Case: A preliminary determination of dumping has been made with regard to **crepe paper masking tape and filament reinforced strapping tape** from the United States. The matter has been referred to the Anti-Dumping Tribunal for consideration of the question of material injury.

West Europe Tariff Shifts Are Clarified For Exporters

United States exporters to Western European markets are finding that enlargement of the European Economic Community and trade agreements of non-members with the EEC are resulting in additional tariff charges on industrial goods.

Producers located within what will eventually amount to a 16-member free trade area now enjoy even lower tariffs within the area than they did last year. Exports from the United States, however, to these countries will, for the most part, continue to face the same duties; the chief exceptions are the tariffs of the three new members of the EEC—the United Kingdom, Denmark and Ireland. There were also reductions in the duties levied by the original six EEC countries on certain items as compensation for various British, Irish and Danish duty increases that occurred when those countries acceded to the EEC (see the June 10, 1974 issue of *Commerce Today* for details).

Although average tariff levels in Europe are relatively low, largely as a result of three decades of trade liberalization under the General Agreement on Tariffs and Trade (GATT), tariff changes on many price sensitive products can still be crucial in a particular transaction. The following brief description of the pattern of changes, prepared by Edward F. Mullelly of Commerce's Office of International Marketing, is intended to clarify the present situation.

External tariff changes

On Jan. 1 of this year, the United Kingdom, Denmark and Ireland—new members of the EEC as of Jan. 1, 1973—made the second move in aligning their national tariffs on industrial goods to the EEC's Common External Tariff (CXT). The process of alignment involves a step-by-step elimination of the differences between the tariff rates of the new members and those of the CXT. If the former rate is lower, it must be increased; if higher, it will be reduced.

This second move of 20 percent (the first move of 40 percent was made on Jan. 1, 1974) means that a total of 60 percent of the alignment has now been implemented. There will be additional 20 percent moves on Jan. 1, 1976, and July 1, 1977, when final alignment will be reached. For example, the base rates of 14 percent for the U.K. and duty-free for Denmark and Ireland on automatic data processing machines falling under Brussels Tariff Nomenclature (BTN) heading 84.53 have been moving to the EEC's CXT rate of 7 percent. This means that on Jan. 1 the U.K. rate was reduced from 11.2 percent to 9.8 percent while the Danish and Irish rates were increased from 2.8 percent to 4.2 percent. The additional moves on Jan. 1, 1976 and July 1, 1977 will, respectively, bring the U.K. rate to 8.4 percent and 7 percent, and the Danish and Irish rates to 5.6 percent and 7 percent.

In a few cases there were no rate changes this year because the EEC's CXT rate was already in effect. This was due, mainly, to the EEC decision not to stage rate changes when the difference between a new member rate and the CXT was slight, i.e., when it did not exceed 15 percent of the CXT rate. In these cases the move to the CXT was made in a single step on Jan. 1, 1974; e.g., the increase in the U.K. rate on cash registers falling under BTN 84.52 from 5 percent to 5.5 percent. It was also decided to move the new members' rates on European Atomic Energy Community (EURATOM) items to the EEC's CXT rates in one step on Jan. 1, 1974 regardless of the difference in rates.

Internal tariff changes

It should be emphasized that although 16 Western European countries made tariff rate revisions on Jan. 1, *only* the United Kingdom, Denmark, Ireland and, to a much lesser extent, the EEC of Six made changes that apply to U.S. exports. The other changes, discussed below, apply to trade among the 16 countries themselves.

The original six members of the EEC (Belgium, France, Germany, Italy, Luxembourg, and the Netherlands) and the three new members (United Kingdom, Denmark and Ireland) began a progressive elimination of duties on imports of industrial goods from each other on April 1, 1973, when a 20 percent cut was made. Another 20 percent cut was made on Jan. 1, 1974. The third 20 percent cut became effective Jan. 1 of this year, resulting in a cumulative reduction of 60 percent. For example, imports of ADP machines into the Six from the United Kingdom, Denmark, and Ireland are now subject to a rate of 2.8 percent (7 percent reduced by 60 percent); additional 20 percent cuts will be made on Jan. 1, 1976, and July 1, 1977 to 1.4 percent, and zero, respectively. Similarly, imports into the United Kingdom from the Six are now subject to a rate of 5.6 percent (14 percent reduced by 60 percent); this rate will be reduced on the above dates to 2.8 percent and zero.

Imports into the United Kingdom from Denmark and Ireland, as well as imports into Denmark and Ireland from the United Kingdom, are subject to preferential treatment (mostly duty-free) during the transitional period. The preferential treatment is the result of past U.K. and Danish membership in the European Free Trade Association (EFTA) and the Anglo-Irish Free Trade Agreement. Duties on trade between Denmark and Ireland are being eliminated according to the basic timetable.

The EEC and the seven present EFTA countries—Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland—have entered into broadly similar preferential trade agreements, all of which generally provide for duty-free trade in industrial goods by 1977.

Each agreement, however, has longer transition periods for sensitive products, such as certain steel products, aluminum, and paper. Moreover, the transition period for Portugal and Iceland has been extended.

As of Jan. 1, tariffs on the great majority of items traded between the EEC of Six and the EFTA countries have been reduced by 60 percent, additional 20 percent cuts to tariff elimination are scheduled for Jan. 1, 1976, and July 1, 1977. Duty-free trade, with a few exceptions, among the seven EFTA nations and the United Kingdom and Denmark (former EFTA members) is being maintained. Tariffs on trade between Ireland and the EFTA countries are being eliminated according to the schedule outlined above.

Summary of revisions

In summary, duty rates on imports into the original six EEC countries from the United States, other than the exceptions noted above, remain unchanged, while those on imports into the United Kingdom, Denmark, and Ireland will, in most cases, be changing over the next few years as they are aligned to the EEC's CXT; the different duty rates levied on U.S. exports by each of the seven EFTA nations will also not change (EFTA, unlike the EEC, is not a customs union and, therefore, has no common external tariff); and on July 1, 1977, trade in the vast majority of industrial products among the 16 countries making up the EEC and EFTA will be duty-free.

Information regarding Western European country duty rates applicable to specific industrial products may be obtained from the European Regional Affairs and Trade Regulations Staff, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230, phone 202-967-2346. Inquiries should contain a complete product description, including BTN, SITC, or U.S. Schedule B Export Commodity numbers, if known, and names of particular countries of interest.

Export Councils In Action

Business leaders across the U.S. have participated in a dozen Regional Export Council and 70 District Export Council meetings since the establishment of these units last September. This photo sampling shows, clockwise from above: Chairman J. Paul Lyet addressing the Eastern Region; the Iowa District Council planning 1975 World Trade activities; Atlanta District leaders flanking Georgia's Governor Jimmy Carter at the first Atlanta session; a working group across a table at the Dallas District Council, and the Western Regional Council in session in Los Angeles.

Iranians In Mood For Major Buying At U.S. Education Equipment Display

Manufacturers of U.S. educational and vocational training equipment and software found the Iranian market in a mood for major buying at a recent U.S. Trade Center exhibition in Tehran.

Iran has one of the most vigorous industrialization programs in the world. The gross national product, which grew 49 percent in 1973, increased 59 percent in 1974 as $20 billion in oil money was pumped into the country. Iran's ambitious development plans for literally thousands of new factories will not materialize unless drastic steps are taken to educate and improve vocational skills of the 33 million Iranians.

In typically energetic fashion, Iran is addressing this problem by allocating enormous amounts of money—$8.6 billion through 1978—to build schools, set up training centers, and buy modern educational-technology equipment. With teachers and trainers in critically short supply, Iran must rely on modern audio-visual systems. Iran has recently purchased a tethered dirigible which will trail a TV antenna at high altitude to broadcast educational programs to schools in remote areas.

The exhibition at the U.S. Trade Center was supported by a seminar sponsored by the National Audio-Visual Association. Four American educational technologists presented a program that was essentially an open dialogue with Iranian educators and industrialists, who were particularly keen to learn about new U.S. trends in instructional technology and training systems design. As Iranian educators are aware of the potential problems connected with over-purchase and subsequent under-utilization of educational audio-visual equipment, seminar panelists relayed U.S. experience in school and training systems on these problem areas.

Exhibitors at the trade center show experienced good market demand for language laboratories and study carrels. Vocational training equipment such as electronic and electrical training systems experienced excellent sales results, since Iran will spend $213 million for training centers over the next three years. Study materials such as maps, globes and wall charts sold well. Videotape equipment elicited keen interest but few direct sales. Projectors and film carriers were heavily represented but experienced light sales, as this product category is well represented in the market. It is expected, however, that substantial selling is in prospect for this equipment in the Iranian school system. Producers of educational and vocational software programs were avidly sought after, as Iran urgently needs programs for skill training and mass education.

As reported in *Commerce Today*, Dec. 9, page 25, nearly $11 million in floor and projected sales were reported by the 24 exhibitors. With three years remaining in the Iranian $8.6 billion program to build and equip schools and training centers, and building on the success of the recent show, Commerce will repeat the Educational Systems Exhibition this year at the Tehran Trade Center, Nov. 9-13. Write: Donald A. Ryan, Room 5201, Department of Commerce, Washington, D.C. 20230.

AIDS TO EDUCATION—*At U.S. Trade Center, Tehran, Chris Raiser (right) from Educational Computer Corp. shows simulator to Dir. of Training Center, Labor Ministry.*

Illinois Group Finds Trade Ties Changing In 3 African Nations

Traditional trade ties in Nigeria, Kenya, and Zambia are not as strong as they once were, and are becoming less and less important. Thus, if U.S. firms can guarantee delivery, services, and an adequate supply of spare parts, sales can be made, observes Thomas F. Slattery, co-director of a recent mission to those countries. Slattery, who heads the International Marketing Division of the Illinois Department of Business and Economic Development, noted that the traditional suppliers have been Europeans, especially the British.

Sponsored by the Illinois Departments of Business and Agriculture, and approved by the U.S. Department of Commerce, the mission offered a wide range of agricultural equipment and breeding stock. Members, who represented 16 companies, agreed that sales were not expected immediately because for the most part they were experiencing their first direct exposure to the African market. Their sales estimates for the next two years, reflecting both the balance-of-payments situation in the countries and the time required to develop markets being explored for the first time, are: more than $3 million in Nigeria, $0.8 million in Kenya, and almost $2 million in Zambia. Agreements with three distributors were signed, and about 50 are expected to be concluded within two years.

"The buyers in Nigeria are primarily the state and Federal Governments," reported James J. Sevcik, also a co-director and an export specialist for the Illinois Department of Agriculture. The increase in oil prices has enabled Nigeria to quadruple its revenues in the last three years, he explained, and with tripling of money available for development, much is being allocated to the states. Major emphasis in the Third Development Plan is being given to agriculture. The members talked with state officials in Kano and Kaduna.

There are opportunities for sales in Kenya, Slattery pointed out, but unless the country's "basic balance-of-payments disequilibrium is attacked, its current financial problems will continue and become more acute."

The lessening of Zambia's dependence on South African and British suppliers and the revenues from copper exports are positive factors for U.S. sales efforts in Zambia. Although copper prices have dropped from record highs, the financial situation is good, said Slattery.

U.S. Exhibition Results In Brief

The following summary reports have been received on U.S. overseas commercial exhibitions. Further details and marketing data will be published as available.

Security Devices. U.S. Trade Center, Stockholm, Jan. 8-10. Joint Export Establishment Program (JEEP) presentation. Exhibitors, 7 new-to-export or -to-market firms. Floor sales, $39,000; 12-month projection, $2.2 million. Representatives appointed, 7; agreements under negotiation, 34.

Advanced Semiconductor Electronic Components. U.S. Trade Center, London, Jan. 20-24. Exhibitors, 63. Floor sales, $1 million; 12-month projection, $12.5 million, of which $4.7 million is forecast by companies new to market. Representatives appointed, 8; under negotiation, 9.

Exhibitors Find Big German Demand For U.S. Minicomputers, Peripherals

Some 70 U.S. companies exhibiting in the recent minicomputers and peripherals show at the U.S. Trade Center in Frankfurt concluded that the German market is excellent for U.S. products.

German buyers are highly sophisticated and during these inflationary times are shopping extensively and carefully. Veteran salesmen regard present demand as strong and are optimistic about future expansion. Success in this market, however, is tied directly to advanced technology, quality design and performance, competitive prices and the backing of a sound sales and service organization. Generally, U.S. manufacturers enjoy a reputation for technologically advanced products. The trend continues with more large-scale integration, miniaturization with higher efficiency, interchangeable interface, and more versatile peripherals.

During the exhibition, products ranging from hand-held programmable computers to complete systems, plus a broad spectrum of peripherals, were displayed. Among current best sales prospects are minicomputers, large plotters, mini-process computers, microcomputers, printers, terminals, modems, floppy disc devices, graphic terminals, data terminals and intelligence terminals. More moderate sales prospects exist for cassettes, paper tape readers, keyboards, tape transports, and certain old-fashioned memory cores.

Exhibitors ranked principal end-users in declining order as: original equipment manufacturers and general industrial applications; research, universities, and other educational facilities, agencies, distributors, licensees; government; banking and insurance; communications and other EDP; medical and airlines.

In a random polling of over 200 visitors 73 percent regarded the products shown to be either completely new or improved over other versions they had seen. Seventy percent felt quoted prices were acceptable, seven percent regarded them as favorable, and 23 percent felt prices were high. Several participants commented that they offer unique or special products whose capabilities or performance were more important than price in influencing selection of their equipment.

As reported in the Dec. 23 issue of *Commerce Today*, page 24, the participants reported floor sales of $1.5 million and projected one-year sales of $75 million including new-to-market estimates of $4.5 million.

Medical Exhibits In Zagreb

Two exhibitions of medical and laboratory equipment will be held in Zagreb, Yugoslavia June 16-22 concurrently with the World Hospital Conference that is expected to attract 3,000 professional visitors. The shows are IMMA, International Medicine and Medical Aids, and INTERLABOR, lab equipment and instrumentation. Write: Director, Special Exhibits, Zagreb International Fair, Aleja Borisa Kidrica 2, 41021 Zagreb.

DISC MEMORY—*At U.S. Trade Center, Frankfurt, G. D. Rivers (left) of General Instruments Corp., explains layout of disc memory to interested visitor (right) as regional officials of the firm look on.*

Show In Caracas In July

The Venezuelan Chamber of Ventilation, Air Conditioning, Refrigeration and Related Industries will sponsor an exhibition in July in Caracas, and the Chamber has specifically invited U.S. suppliers, licensors, and principals to participate. While the market for imported ventilation, air conditioning and refrigeration is limited by protective duties, most components are imported. Write: Camara Venezolana de las Industrias de La Ventilacion, Aire Acondicionado, Refrigeracion, Afines Y Conexas, Aptdo. 70011, Caracas.

Mixed Market View Emerges From U.S. Analytical Instrument Show, London

Market prospects for analytical instruments and systems in the United Kingdom are mixed—at least according to comments by exhibitors at a recent show in the London U.S. Trade Center. Sales opportunities seem moderately good, with additional potential for some specialized lines. Industry sources, however, point up that a business downturn generally can be expected to be followed by cuts in planned public or private-sector instrumentation investment.

Last year was characterized as one of the most difficult for U.K. scientific instrument manufacturers, and the investment picture was gloomy. Yet a viable position emerges from the indexes of sales in instrument engineering: with 1970 as 100, 1971 was 101; 1972, 92; 1973, 101; 1974 first quarter, 101 and second quarter, 107.

During the U.S. exhibition, a company that displayed highly specialized column packing materials reported moderate interest in its product. A process instrument exhibitor developed good prospects for appointments of agents for Europe, the Middle East and Africa. An exhibition for two U.S. companies had disappointing results from sales efforts in industrial control equipment. The representative of an American company which exhibited a specialized spectrometer for measuring low-surface areas reported excellent results and appointed an agent.

As reported in the Dec. 9 issue of *Commerce Today*, the 36 exhibitors representing 52 firms took immediate orders approaching $500,000 and project their sales in the next 12 months as a result of the show at almost $8 million.

COMPANY, MINISTRY EXCHANGE—*At London show, S. D. Steele, Ministry of Technology, talks with Mrs. Joyce Workman of Instruments for Research and Industry.*

Worldwide Business Outlook

Nigerian Oil Prosperity Adds To U.S. Supply Prospects

In Nigeria today there are flourishing signs of economic activity: new roads, houses, apartments, offices, hospitals, schools, successful businesses. It is a boom based primarily on Nigeria's surging export earnings from oil revenues.

Since the oil embargo of 1974 Nigeria's export earnings have quadrupled, and the Nigerian Government now estimates that the country is earning close to $35 million a day from oil sales.

The Department of Commerce's interest in Nigeria's recent economic developments prompted it to send Market Research Officer Marlene McKinley there to investigate potential commercial opportunities for the U.S. business community. Miss McKinley reports that while tremendous opportunities exist in almost every sector of the Nigerian economy, there is particular promise for U.S. commercial interests in the areas of health care industries, power generation and transmission equipment, and the building and construction industries. During her ten-week survey of the market, Miss McKinley conferred with government officials and foreign and Nigerian businessmen.

In the health industry sector, the Nigerian Government through the Federal Ministry of Health and the various State Health Agencies, plans to invest over $1 billion in major projects over the next five years, including the construction of a teaching hospital in each of the 12 States, the construction of various infirmaries and clinics throughout the country and the expansion of existing health care facilities.

Such projects will call for significant purchases of medical equipment.

Although Nigeria's traditional commercial ties with the United Kingdom have represented an obstacle to U.S. exporters in the medical field, Nigerian medical equipment suppliers have a genuine interest in U.S. products, particularly in the areas of X-ray equipment and apparatus, surgical instruments and disposables, and hospital furnishings.

In interviews with the federal authorities and Nigerian distributors in the power generation field, Miss McKinley learned that major power installation projects planned within the next five years offer significant prospects for U.S. suppliers.

The Nigerian Electric Power Authority plans to invest over $500 million by 1980 for expansion of its power generation facilities. Projects under these expansion efforts include 100 MW extensions to each of Nigeria's power plants at Ughelli and Afam, a new 300 MW thermal plant for Lagos, the installation of the 5th to 8th generating units at Kainji, a 40-60 MW hydro station on the Gongola River, the electrification of 130 towns as well as other ambitious projects.

Contracts for the supply of equipment for these projects will be let on an international bidding basis. Firms which have the capacity for installation and maintenance will have the inside track. A large market for home and industrial standby generators is emerging and Nigerian distributors have generally indicated a particular preference for U.S. suppliers of this type of equipment.

Nigeria's building and construction industry, in which U.S. products presently account for close to 40 percent of the import market, represents one of the most promising markets for U.S. exporters in Nigeria. The Nigerian Ministries of Health, Education, and Works and Housing plan to spend over $7 billion in the next five years on various building and construction projects in their particular areas. The construction of 1,900 primary and secondary schools, the construction of over 59,000 housing units and the construction of six Federal Schools of Arts and Sciences are some of the projects planned by 1980. Most Nigerian distributors expressed a preference for U.S. equipment, but indicated that U.S. suppliers recently were having difficulty meeting delivery dates.

While the three industries discussed above show particular promise for U.S. exporters, Nigeria's accelerated economic growth rate (currently 10 percent in real terms) will result in significant commercial opportunities emerging in almost every sector of its economy.

Complete reports on Miss McKinley's three studies are available through the Foreign Market Reports series obtainable from the National Technical Information Service, U.S. Department of Commerce. Contact: Export Information Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-967-2505.

NIGERIAN LEARNS U.S. TECHNOLOGY—*On-the-job training of Gabriel Eleonu of Port Harcourt, Nigeria, at Pepper Industries of National City, Calif., included learning the operation of tank cleaning apparatus. Owner of Chemex (Nigeria) Ltd., Eleonu employs 100 people and hopes that with his acquisition of Pepper Industries equipment he will soon be able to employ ten times that number. Present oil production places Nigeria high among leading oil-producing regions of the world. Eleonu was attempting to clean storage tanks with gasoline powered pumps but found this inefficient and slow. A letter to Paul Pepper, president of Pepper Industries, resulted in a six-week training program at National City.*

Algeria Plans To Use Oil Income For Massive Development Effort

Algeria's import needs will increase dramatically through 1977 if continued high oil prices permit the country to carry out its Second Four-Year Plan, 1974-77. A preliminary overview of the Plan has just been published. The following summary, based on a report from Charles Higginson, Economic/Commercial Officer at the U.S. Embassy in Algiers, highlights some of the massive investments that are planned and the opportunities they will present to U.S. business.

The full 31-page report by Higginson, with statistical tables, is available from the Commerce Action Group on the Near East, Room 5201, U.S. Department of Commerce, Washington, D.C. 20230 (please cite publication DIB-74-11-002).

Of the $27.5 billion total investment for the 1974-77 Plan, some $6.9 billion is to be used to finish projects which were started under the preceding Plan; the remainder, some $20.6 billion, is for new projects. Current budgets will pay for $9.6 billion of the latter total; credits to national companies will finance the remaining $18 billion. Figures included in this total investment are only those which are in Algerian eyes primarily of domestic importance. Thus some, but not all, large investments involved in the export of gas are not included, for example gas recycling plants, pipelines, liquefaction plants, port facilities and LNG tankers. These investments are considered self-financing and remain outside the Plan.

Investments in ten sectors

The Plan summary discusses in general terms planned investments in ten sectors. Specifically mentioned are LNG plants and refineries to process Algeria's crude oil. The Algerian government also hopes to expand exports of crude oil and condensate from about 45 million tons a year to almost 60 million tons by 1977. However, to meet this goal Algeria will have to find new sources of oil. Petroleum exploration by foreign oil companies through joint ventures with SONATRACH will contribute about $500 million in investment in this sector.

Industrial investments between now and 1977 will total $12 billion, from which hydrocarbons will claim 40 percent. Non-oil projects mentioned include steel, non-ferrous metals, chemicals, fertilizer and cement. The El Hadjar steel project will be expanded to two million tons a year. A new special steel plant at Jijel is scheduled for construction and preliminary planning will start on a 10 million-ton steel mill in the west. Cement production will be increased to ten million tons by 1980. Under non-ferrous metals, the Plan mentions aluminum and zinc processing facilities. The electrical and mechanical industries will receive $1.6 billion in various investments.

Major expansion in meat and vegetable production is envisaged. Cereal production will also be emphasized. The agricultural revolution and grazing reforms will be continued and improved.

Particular attention is given to irrigation of 100,000 hectares of land and building of 13 dams to assure water for both agriculture and industrial use. Some 70,000 hectares of newly-irrigated land is to be made available during the first two years of the Plan. Much of this acreage will come from projects in the Abadla and Annaba areas being undertaken by American firms, Morrison-Knudsen and Dravo.

In the fisheries sector, the Plan forecasts the purchase of 50 fishing boats and several tuna boats. Emphasis will be on ship and shore refrigeration and on more efficient distribution of the catch.

The new Plan allots $375 million toward improving tourist infrastructure. Hotel construction will add 25,000 beds to the 15,000 beds realized under the first Four-Year Plan. Hotels will include a new chain of urban hotels for businessmen.

Major enlargements are envisaged in the educational field. At the elementary level the number of students is expected to grow from 2.4 million to 3 million. The growth in secondary education and special training facilities will be even greater. The three large universities at Algiers, Constantine and Oran will be enlarged, with three new smaller universities planned, as well as smaller colleges. University students will double to 60,000 by 1977. Progressive Arabization of classroom instruction and increased technical training receive particular stress.

Among social investments, improved health facilities are given major emphasis. Nearly 50 hospitals, 160 health clinics, 300 health centers, 25 maternity wards and four new hospital/university centers will be built and equipped. The operation of these facilities, given Algeria's universal, free medicine, becomes a large administrative expense. Housing is also stressed, with the completion of 90,000 urban public housing units and construction of another 100,000 planned. The goal is to create a housing industry capable of producing 100,000 housing units a year by 1980. Roughly the same amount of housing is proposed for rural areas, but it will be combined with agricultural villages and owner-built homes.

Funds will be devoted to building a new city to the east of Algiers for government administration, national company headquarters, and a diplomatic community. Work on the latter is scheduled to begin in early 1975, with the first units ready by 1976. Army units situated in cities will be moved to larger, more adequate quarters outside cities and new officers' schools will be built.

Internal Algerian production will increase about 10 percent a year or, in constant 1973 prices, from $11 billion to $16.5 billion—a 50 percent increase in four years.

Despite the formidable new production, the Plan recognizes that exports will be limited primarily to oil, gas and minerals and imports will rise dramatically both in volume and as a percentage of GDP, or from 23 percent in 1973 to 30 percent in 1977. Cereals and milk will be large and growing import items despite efforts to grow more grain. Almost $10 billion is slated for purchase of capital equipment for industrial investments.

Despite these high imports, the Plan foresees that oil exports will give Algeria a slight balance of payments surplus. However, the Algerian export figures are based on $14 a barrel for oil and, accordingly, the whole Plan is based on a continued high price for oil.

The Plan also discusses some of the financial problems the large investments will cause. Great care has to be taken to redistribute income of new worker salaries back to the poor. Equal efforts must be made to avoid inflation, both internal and imported. Current government expenses will increase 75 percent during the Plan, but much of this rise will be for health and education. Social welfare charges will increase about 33 percent. However, oil income and a 12.5 percent growth in government revenue due to economic growth should assure financing of the Plan.

Czechoslovak Organization Is Rebuilding Catalog Files

KOVO, a key foreign trade corporation in Czechoslovakia, is still attempting to reconstruct its files which were lost in a fire some months ago (see *Commerce Today*, Sept. 16, page 40). It is particularly interested in receiving catalogs from U.S. manufacturers of process and quality control equipment.

KOVO handles all Czechoslovak imports and exports of precision engineering products, including computers, telecommunications equipment, and printing machinery. The fact that the organization is completely rebuilding its files represents an opportunity for foreign firms to call special attention to their products.

Send catalogs to KOVO Foreign Trade Company, Kodanska 46, Prague 10; telephone 715, telex 2241-3.

Sales Outlook Remains Promising In Brazil; U.S. Exports Top $3 Billion

The outlook for U.S. exports to Brazil in 1975 remains promising, although the growth rate will be less than the 50 to 60 percent achieved annually in the past two years.

Given the general tightening of international capital markets and Brazil's need for long-term credits for large infrastructure projects, the availability of suitable export financing will be as important as price considerations in competition for the Brazilian market. In view of the Brazilian Government's expressed desire to stimulate local production, many exporters of manufactures will also need to consider carefully the possibilities of complementary production and assembly in Brazil in order to enhance their competitive position, adds Calvin C. Berlin, Commercial Officer at the American Consulate General in Rio de Janeiro.

During the first half of 1974 Brazil moved more firmly into the top ten markets for U.S. exports, slightly surpassing Italy and France as a purchaser of U.S. products. Although the relative position of the United States in Brazil's foreign trade has declined somewhat in recent years in the face of Brazil's increased trade with Western Europe and Japan, and the country's sharply increased oil imports, the United States remains as Brazil's chief trading partner. U.S. exports to Brazil exceeded $3 billion in 1974, about 60 percent over 1973, while imports from Brazil reached $1.7 billion, about 40 percent over 1973. This means that the United States supplied about 25 percent of Brazil's imports and purchased close to 22 percent of Brazil's exports in 1974.

Measures to limit imports

Given the uncertain world economic picture, Brazil's trade outlook for 1975 is particularly difficult to forecast. Government officials, however, are determined to cut back considerably the trade deficit next year. The government has already taken a number of measures to limit imports in 1975 and more are expected. Government entities and mixed enterprises, for example, have already been prohibited from importing consumer goods in 1975 without prior approval by the government. In addition, monetary officials are expected to follow a tight credit policy to limit imports by the private sector. As there was considerable stockpiling of imported commodities last year, government officials are hopeful of keeping imports within permissible bounds in 1975. The authorities are also betting on a good crop year and continued strong markets to achieve a substantial increase in agricultural exports.

The balance of payments is rapidly becoming a constraint on a continued rapid economic growth. Although the Second National Development Plan (1975-1979) foresees an annual growth rate on the order of 10 percent, government authorities have made public statements recently to the effect that, because of the deterioration in the balance of payments, such a target is not obtainable in 1975. It should be noted in this regard, however, that, even with a much reduced growth rate from the 10 percent level, Brazil's growth performance this year is likely to be one of the highest in the world. Import demand in 1975 will, therefore, doubtlessly continue at a high level given the need for petroleum, nonferrous metals, steel products, fertilizers, industrial chemicals, and the imported equipment required by the ambitious projects planned for manufacturing, electric power generation, mining, iron and steel, transport and communications.

Projected import growth

The Development Plan projects import growth at slightly less than 20 percent a year, reaching an annual total of $20 billion by 1979. Recognizing a need to bring about a better balance of trade, the Plan gives priority to import substitution and export industries. Particular attention will be given to development of a capital goods sector embracing the latest production technology. At the same time, attempts will be made to reduce the country's dependence on imports of industrial and agricultural raw materials, including paper and cellulose, fertilizers, and a number of petrochemicals and base metals. Meeting the Plan's objectives would require total investments over the five years on the order of US$250 billion at current rates of exchange. To expand exports of manufactures, new investments will be looked at closely to be sure that tax and tariff concessions received by investing firms are balanced off by a commitment to export a percentage of future production.

Major infrastructure and industrial projects that will create significant demands for imported equipment and materials are under way or planned for just about every sector of the economy. Chief among projects in the energy sector is the huge Itaipu hydroelectric project that is to be built in conjunction with Paraguay eventually to provide an installed generating capacity of over 10 million kilowatts.

In the iron and steel sector, work is continuing on Phase Two of a steel expansion program designed to more than double current steel production to 20 million tons annually by 1980. A billion dollar program to develop one of the world's richest iron ore deposits is already under way by a Brazilian Government entity and U.S. Steel in the northern State of Para. Expansion of major chemical complexes in the Sao Paulo and Salvador areas will continue at a rapid pace in 1975.

Special attention is also being given to modernization and expansion of the country's transport, particularly railroad, systems. Ship construction, which includes building of four supertankers of 277,000 DWT each, is planned to nearly double Brazil's merchant fleet to a planned 9 million DWT by 1979.

These projects are representative of the continued expansion of the Brazilian economy. With the industrial sector working at near capacity, increased production will have to come largely from new investment.

Since finished manufactures of industrial machinery and transport equipment constitute about 55 to 60 percent of U.S. exports to Brazil, the major competition for U.S. exporters will, as in the past, come from Western Europe and Japan. In 1973, the total exports of the enlarged Common Market to Brazil were about equal to the 28.3 percent market share held by the United States, while Japan accounted for 8.6 percent of Brazilian imports. Indications are that the United States maintained its competitive position relative to the EEC and Japan in 1974, although the market shares of all three declined due to Brazil's increased oil imports, which jumped from $1 billion in 1973 to an estimated $3 billion in 1974.

EEC Extends Surveillance On Imported Calculators

In a recent action the European Economic Community has extended its surveillance on electronic calculators from Japanese sources only to all sources. The calculators are those that can handle four or more functions and display ten or more digits. Special import declarations are required in connection with the surveillance. U.S. exporters should make certain that their European customers are aware of this additional documentation requirement.

The import document is automatically issued by any EEC member country without charge, for any quantity of items requested, within a maximum of five working days.

All EEC member countries are required to provide monthly statistics on these import transactions to the European Commission. These procedures could allow safeguard measures to be swiftly applied by the EEC should the level of imports cause or threaten to cause substantial injury to Community producers of competing products.

Liberia Works With Foreign Firms In Developing Major Ore Deposits

Continuing impressive performance in the mining and marketing of iron ore remains the bright spot in Liberia's economy and export picture. At the same time, the execution of several extremely costly projects to further exploit Liberia's iron ore resources is creating a significant market for foreign capital goods and services.

Plans for expansion in Liberia's iron ore industry center around deposits in the Wologisi mountain range of northeastern Liberia. Exploitation of these rich reserves could develop into the largest foreign investment in Liberia, according to Blaine D. Porter, Commercial Attache at the U.S. Embassy in Monrovia. Estimates by the Liberian Iron and Steel Co. (LISCO, a subsidiary of Liberia International America Corp. of New York), which holds the concession from the Liberian Government to explore and develop Wologisi, indicate that over $600 million will be required to develop the Wologisi ore body and deliver the iron in a pelletized form to port.

On Oct. 11, AMAX (formerly American Metal Climax) and a group of Japanese companies (Kawasaki Steel Corp., C. Itoh and Co., Ltd., Nissho-Iwai Co., Ltd., Marubeni Corp. and Toyo Menka Kaisha, Ltd.) signed an agreement with LISCO under which the Japanese group and AMAX, after acquiring an initial block of LISCO shares, will have the right to purchase a 51 percent interest in LISCO. AMAX and the Japanese group would then provide the capital necessary to develop Wologisi. Already a group of experts from Bechtel Corp. has arrived in Liberia for further studies related to exploitation of the Wologisi reserves.

Studies already undertaken show that the main ore body consists of over 900 million tons of ore ranging in richness from 35 to 54 percent, with grain size about 40 microns. Surveys cover only a portion of the total concession and there are indications that there are significant additional deposits available for possible future exploitation. Plans are to concentrate the crude ore at a ratio of approximately three to one.

It has yet to be finally determined how the ore will be transported the some 140 miles from Wologisi to the coast. Currently under consideration is construction of a railroad and/or pipeline system to carry the ore in slurry to a port facility near Robertsport (approximately 50 miles up the coast from Monrovia). Studies are also under way to determine the exact location of the port facility to be constructed as well as its design in conjunction with a pelletizing plant to be built at the port. Earlier plans to construct the pelletizing plant near the mine site have been discarded due to the high cost of transporting fuel.

Actual production is expected to begin by 1980, with the entire output of the mine (planned to be from 10 to 16 million tons annually) being shipped from Liberia in pellet form. LISCO sees the decision to process all the ore produced into pellet form as basically sound in light of the increasing world demand for pellets.

While major questions with regard to the Wologisi operation remain to be answered, iron ore continues to dominate Liberian exports, Porter continues. Total iron ore production in 1973 was 23,541,822 metric tons, up from 22,508,778 metric tons in 1972. Figures for the year just ended indicate that production was running well ahead of the previous year. As an example, Liberia's largest mining operation, Swedish/American-owned LAMCO, is operating at capacity (upwards of 12 million tons annually). Although LAMCO has no immediate plans for expansion, the company is continuing with exploration. An agreement has also been concluded whereby a major mine to be opened in Guinea would ship ore to the coast on the LAMCO railroad. This would necessitate some double-tracking of the line and additions to LAMCO's rolling stock.

The German-owned Bong Mining Co. (BMC) recently received approval from the U.S. Export-Import Bank for a loan of $1,710,000 to finance 30 percent of the cost of new mining equipment. This expansion will increase production by BMC to 7 million tons annually, some 600,000 tons above present capacity. BMC is also studying the possibility of adding a second pelletizing plant and an eleventh concentrate silo which would enable the company to double its pelletizing capacity to 4.4 million tons annually. BMC is also exploring possible future exploitation of ore deposits in the Putu Range in southeastern Liberia, a long-range project which could cost upwards of $400 million.

Still beset by problems associated with the Mano II expansion project, National Iron Ore Company's Mano River Mine near the Sierra Leone border produced only 1.2 million tons in the first half of 1974 compared with 1.6 million tons during the same period of 1972. However, it is expected that these problems will soon be solved and that the mine will produce up to its planned rate of 4 million tons annually.

Reserves at Liberia's oldest mine, Republic Steel's Bomi Hills Mine, continue to be depleted. Production continues to decline and it is expected that the mine will close in late 1975. Republic still holds the exploration concession for the nearby Bie Mountain deposits and studies are continuing in an effort to determine the feasibility of extensive mining operations. A problem now facing the company is how to sustain ongoing projects, or devise new ones, to employ and retain its labor force until the Bie Mountain project can begin operation. As the studies of Bie Mountain continue, large deposits are being surveyed in Sierra Leone near Bie Mountain.

For the foreseeable future, Liberia's trade remains cast in iron, Porter concludes.

Ecuador Business Seminar Invites U.S. Participation

U.S. firms are invited to participate in an Ecuador Business Management Seminar April 10-12 in Quito and April 14-16 in Guayaquil co-sponsored by the United States Information Service and the local management training organization CEFE.

U.S. participants should be able to address the audience in Spanish. Write: Ms. E. Jane Townsend, ATTN: Business Seminar, USIS, c/o U.S. Embassy, Quito, Ecuador.

U.S. firms not able to send participants may forward catalogs on a variety of business machines and other equipment, as well as Spanish language films on business management techniques and the advantages of modern equipment.

Mozambique Government Alters Import Procedures

Mozambique has announced that all import licenses not approved by Dec. 31 have been automatically cancelled. According to the Department of Commercial Services of the Mozambican Transitional Government, effective Jan. 1 applications for import licenses must be accompanied by up-to-date pro-forma invoices. Licenses which have not been processed/approved within 60 days are to be considered cancelled.

Markings For Tanzania Goods

Shipments to be landed at Dar es Salaam, Tanzania, must now have a distinct cross symbol added to the normal markings. The symbol, large enough to be read from a distance—not less than a foot wide on an average-sized package — should be colored according to shipment destination: red for Tanzania, green for Zambia, blue for Zaire and yellow for Rwanda. The U.S. Embassy in Dar es Salaam cautions that failure to follow this system can lead to difficulties for shippers and consignees.

Negative Trends Hurt Sri Lanka

Powerful negative developments are having greater impact on Sri Lanka's economy than positive trends, according to the U.S. Embassy in Colombo.

Favorable developments in 1974 included more constructive government economic policies, increased domestic food production and higher agricultural export prices. On the negative side, sustained high world prices have substantially worsened the chronic balance of payments deficit, domestic industrial and export sector production has declined, there has been very little growth in gross national product, and real income has fallen.

For American exporters and potential investors, adds the Embassy, Sri Lanka (formerly Ceylon) offers limited but worthwhile opportunities.

The government's recognition of the necessity to increase domestic food production has had favorable results. Political leadership, greater agricultural inputs, and much better rainfall combined to increase 1973-74 rice production. Prospects for 1975 are uncertain because of late and erratic rainfall and high fertilizer costs. Sri Lanka is still far from self-sufficient in food and continues to import large quantities of rice, wheat flour, sugar, and protein foods in order to sustain a minimum national diet.

The price of crude oil remains a critical financial problem. An approximately 15 percent cut in domestic consumption and increased receipts from refined re-exports have reduced the net balance of payments damage. Exploration for oil is under way but commercial reserves are unconfirmed.

Sri Lanka's small industrial sector increasingly suffers from severe lack of foreign exchange for raw materials and from low investment incentives. There has been some increase in foreign exchange earnings from non-traditional exports.

Despite air fare and accommodation rate increases following the December 1973 oil crisis, tourism arrivals and foreign exchange earnings have risen somewhat.

Multilateral financial institutions and western industrialized nations have increased pledges and contributions of assistance. The government's repeated appeals for assistance since January 1974 to oil-producing nations have produced financial aid. Communist countries have also increased assistance.

U.S.-Sri Lanka trade is not large. The major American export has been PL 480 and CCC credit-financed wheat flour, while tea is Sri Lanka's major export to us.

There are obstacles to rapid increases in American exports to Sri Lanka. In 1974 the chronic foreign exchange shortage became more serious, forcing the government to restrict even further imports of manufacturing and consumer goods. Sri Lanka's traditional trade relations with the United Kingdom are declining but still significant. European and Japanese trade ties and competitive advantages are growing. Distance from the market, high freight rates and competitive credit terms are difficult factors for American traders.

American businessmen should examine carefully the Sri Lankan market not only for present limited sales opportunities, but also for long-term potential. Present possibilities include light machinery for industry and agriculture, boats and equipment for fisheries, and equipment and supplies for the tourist industry.

Despite stringent import restrictions and some competitive advantages enjoyed by traditional suppliers, U.S. firms may be able to develop sales through response to government tenders. Small tractors, tires, some automobile parts, office machinery, hardware, chemicals, and special lubricants are now imported on a monopoly basis by state trading organizations for retail sales to the public. Many other items are imported directly by government entities for their own use.

Information on government tenders is available through the U.S. Department of Commerce and from the Sri Lanka Embassy in Washington. Favorable credit terms are almost invariably an element in winning supply contracts.

Potential investors should read the June 1972 White Paper entitled Policy of the Government of Sri Lanka on Private Foreign Investment. Although several specific incentives may be withdrawn in the near future, this publication is the clearest statement of incentive, protection, and criteria for investment.

During 1974, potential western investors showed greater interest in Sri Lanka. The government has encouraged inquiries, but incentives and legal protection offered to private foreign investment remain inadequate. Within the guidelines the government has set, investment potential exists, but firms should proceed only after detailed investigation and discussions in Sri Lanka with appropriate government officials and close examination of production and marketing feasibility.

Although short-term prospects for the Sri Lankan economy are limited by the serious constraints discussed in this report, the country's longer-term economic potential should be borne in mind in assessing ventures into this market. The country is working hard to solve its problems of economic organization and motivation. It can be expected to grow moderately as a market for U.S. goods and services and to remain a potential location for American investment.

Calendar For World Traders

Feb. 18—New York—FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, Advertising Club.

Feb. 19—New York—FCIB Publishers Export Credit Group luncheon meeting, Advertising Club.

Feb. 20—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club.

Feb. 20—New York—National Foreign Trade Convention. Lawrence A. Fox, Deputy Asst. Secretary of Commerce for International Economic Policy and Research, will speak on Outlook for Multinational Trade Negotiations.

Feb. 26—Elizabethton, Kentucky—Export Workshop, Community College.

Feb. 26-27—New York—Seminar on Making the Decision to Market Internationally, World Trade Institute.

Feb. 26-28 — Ann Arbor — Seminar on Licensing and Joint Ventures, Ways to Reach Foreign Markets and Acquire Foreign Technology, University of Michigan, Ann Arbor Inn. Speakers include Joseph Lightman, Deputy Director of Commerce's Foreign Business Practices Division.

Feb. 27—Seattle—National Council for U.S.-China Trade will hold its first Pacific Northwest conference, Washington Plaza Hotel. William Clarke of Commerce's Bureau of East-West Trade will speak.

March 4—New York—FCIB Round Table Conference on International Finance, Credit, Collection and Exchange Problems, Summit Hotel.

March 4-5—Memphis—Seminar on Agribusiness Profit Opportunities in Yugoslavia. Sponsor: U.S.-Yugoslav Economic Council, Inc. For details, Int'l. Dept., Union Planters National Bank.

March 5-7—New Orleans—30th Mississippi Valley World Trade Conference, Fairmont Hotel. Lawrence A. Fox, Deputy Asst. Secretary of Commerce, will discuss the U.S. trade outlook.

March 10-11—New York—Briefing session on European Community, AMA.

March 13—Chicago—Overseas Automotive Club's 44th Annual Reception and Banquet, Sheraton-Chicago.

March 18 — Memphis — Memphis World Trade Club, Southwestern University.

March 19—Louisville—Conference on U.S.-Canadian Relations, University of Louisville.

March 19—Baltimore—Propeller Club, Port of Baltimore. Tilton H. Dobbin, Asst. Secretary of Commerce for Domestic and International Business, will speak on Opportunities in East-West Trade.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

Licensing, Investment Abroad

CHILE—Corporacion de Fomento de la Produccion (Chile) invites bids for their equity in Compania de Industrias y Maderas S.A. For information, write: Enrique Barraza, Projects Manager, Corporacion de Fomento de la Produccion, One World Trade Center, Suite 5151, New York 10048. Telephone: 212-466-6721. Bids are to be received no later than Feb. 20. Mail directly to CORFO, Moneda 921, Of. 502, Santiago, attention Oscar Molinas, Gerente de Empresas. P-75062.

0241—SAUDI ARABIA—Firm seeks joint venture to establish **dairy farm.** Operations would start with 500 head of cattle with ultimate goal of 1,500 head. Firm estimates that 1,000 hectares will be needed. A key element will be cultivation of land to supply fodder for herd. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75064.

2013—BAHAMAS—Firm seeks to set up **pork and beef sausage factory.** Advice on all aspects of production is needed. Firm will consider joint venture. Established in 1970, company provides real estate services. Sterling Hanna, P.O. Box N-4142, Nassau. Telephone, 809-322-1495. P-75065.

2030—TURKEY—Established food processor is seeking joint venture to expand its activities to include production of **baby foods (5 tons per day), mashed potatoes (10 tons), hydrolyzed vegetables and conserved soups (5-10 tons).** Products would be mainly for export to Middle Eastern countries. U.S. partner would contribute capital, and technical and managerial assistance. Company, in business for 60 years, currently produces puddings, rice flour, starch, cracked wheat, dehydrated soups, lentil and pea flour, oat flakes. Its manager and partner in the firm is gradaute of University of California. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75066. OPIC.

2033, 2037—ISRAEL—Firm packaging citrus fruits for export is seeking to expand to **production of citrus concentrates, preserves, frozen products or any other items connected with citrus fruits.** Established in 1935, employs 150, has sales of about $2.5 million. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75067. OPIC.

2047—DENMARK—Licensing arrangements are sought to make **canned and dehydrated dog and cat food** for sale in Denmark only. Firm is manufacturer of furniture and automobile waxes and polishes and importer of rust-proofing paint. Established in 1906, has 23 employees. H. L. Bro, Production Manager, M. BRO, Kemisk Teknish Fabrik, 19 Kong Georgs Vej, DK-2000 Copenhagen F. P-75068.

2075—ARGENTINA—Firm seeks technology related to use and formulation of **soybean derivaties, especially soybean paste, for incorporation into meat products.** Firm is one of largest of medium-sized groups of slaughter houses, meat processors and exporters of meat products. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75069. OPIC.

2500 — AUSTRIA — Seeks technology for **micro-encapsulating** process similar to that used in treatment of carbonless paper. Firm is large manufacturer of office products and adhesive tapes. Dr. Epstein, W. Koreska GmbH, Wattgasse 48, P.O. Box 98, A-1171 Vienna. P-75070. U.S. firms may wish to send copies of correspondence to U.S. Embassy, IX Boltzmanngasse 16, A-1091, Vienna.

2834—FRANCE—Seeks license to manufacture **pharmaceuticals** with following chemicals: Bismuth, cobalt, nickel, pure iron and magnesium compounds. Established in 1852, firm is capitalized at $350,000, employs 150. It produces and distributes chemicals and pharmaceuticals. D. Larere, Commercial Manager, Pharmacie Centrale de France, 379 Ave. du President Wilson, 93210 La Plaine Saint Denis. Cable, PHARMAFRANCE; telex, 61936 Farmeran; telephone, 820.71.61. P-75071.

2851, 2899 — FRANCE — Seeks licenses to manufacture **special road paint which changes color when road is icy;** also **gelcoat for machinery applications.** Firm makes industrial paints and varnishes, floor coatings and insulation caulking compounds, has annual sales of $2 million. Established in 1947, employs 38. Jean Wallon, President & General Manager, JIVAL S.A., 7 rue Eugene Henaff, Z.I., 94400 Vitry. Telex, 20.466; telephone, 680.61.15. P-75072.

2869—TURKEY—Seeks technical know-how, engineering services, procurement assistance and possibly equity for a **polyether plant** to eventually produce 20,000 tons per year. Firm intends to convert locally available propylene into polyether. Company reportedly has received Government investment incentives including 100 percent customs exemption on imported equipment. Project estimated to cost about $5.5 million. It is anticipated that 25 percent of firm's stock will be offered later to the public. Entrepreneur is well established producer of rubber foam. Ali Saban Hasircioglu, Polietkim A.S., Valikonagi Cad. No. 7, Harbiye, Istanbul. P-75073. OPIC.

3069—MEXICO—Local engineers seek U.S. partner to provide capital to establish **latex balloon** manufacturing operation. They offer in-depth technical knowledge including capacity to design and arrange to be built the necessary machinery, to train staff, and to make necessary preparations for production of balloons. Estimated initial investment required is $250,000 which would result in new plant operating at 50 percent of capacity at end of eight months. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. WTDR. P-75074.

3079—GERMANY—Seeks licenses and joint ventures to **produce plastic coated felt, plastic felt, and other plastic items including extruded rods, extrusions, shop pans and fluorescent lamp shades.** Firm employs 650 and had sales of $14 million in 1973. Manufactures nonwoven textiles, extruded plastic profiles and related products. Firm is especially interested in producing items requiring great technical skill and it has ability to provide technical counseling to customers. Firm has particularly strong contacts in lighting, shop fitting, appliance manufacturing, and gas and liquid filtration industries. Gunter Nitsch, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York 10019. P-75075.

3264—INDIA — Seeks technical know-how and machinery for setting up factory for **manufacture of hard ferrite magnets**—300 metric tons per annum capacity. Raw materials, ferric oxide and barium carbonate, are available in India. Prospective American collaborator would be expected to set up project on turnkey basis and may participate in equity capital up to 40 percent. M. K. Sankaranarayanan, 47B Second Ave., Indira Nagar, Madras 600020. P-75076. OPIC.

3361, 3469—JAPAN—Cooking ware manufacturer seeks license for production of **porcelainized-enamel aluminum cookware.** Company is one of largest cookware manufacturers in Japan with sales of over $20 million. It manufactures stainless steel, aluminum and porcelainized-enamel cast iron cookware. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75077.

3398, 3559—JAPAN—Firm seeks licensing arrangement to manufacture and sell in Japan advanced equipment for **"low temperature brittleness treatment of waste metal products, and/or disposal and recycling of municipal waste.** Firm is established manufacturer of synthetic textile machines, machine tools and hydraulic machines. Company maintains head offices in Tokyo and Osaka, three sales offices and five plants throughout country. Annual sales of $70 million, of which 43 percent is for textile machinery; 18 percent aircraft parts; 15 percent, machine tools; 15 percent, oil pressure machinery, remainder for others. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-75078.

3429—FRANCE—Major firm seeks license to manufacture **high and low pressure quick couplings for gas and fluids.** Firm produces machinery, fabricated metal, rubber and plastic products, motor vehicle parts, and measuring and control instruments. Employs over 5,000, reports annual sales of $63.5 million: has excellent reputation. R. Becu, Sales Manager, LUCHAIRE S.A., 180 boulevard Haussmann, 75382 Paris, Cedex 08. Telephone, 924-63-44; telex, 65-372; cable, CHAIRELU PARIS. P-75079.

3433—YUGOSLAVIA—Unioninvest, a major Yugoslav enterprise, is seeking U.S. know-how and technical assistance in production of **furnaces and home heating equipment using natural gas as fuel.** Sarajevo is taking measures to restrict use of soft coal for

heating, thereby reducing pollution. More than 60 percent of all heating equipment will be affected. Unioninvest, consolidated enterprise specializing in engineering, design and construction, has 12 operating divisions. Employs more than 4,000 and had operating revenues of over $45 million in 1973. License is being sought on behalf of Uniklima, one of its divisions. Would also consider joint venture undertaking. Muzafer Osmanagic, Director UNIKLIMA, M.P. Sokolovica 2, 71000 Sarajevo. Telephone, 071/25-951; telex, 41-240. P-75080. OPIC.

3559—BRAZIL—Seeks license to manufacture either **traditional or electrostatic filtering equipment for controlling atmospheric industrial pollution.** Company is a leading designer and manufacturer of equipment for meatpacking plants and slaughterhouses. Firm is building new facility outside of Sao Paulo; employs about 515. C. G. Wellby, Export Department, Hermann S. A. Industria e Comercio, Rua Salvador Leme 326/344, 01124 Sao Paulo (SP). WTDR. P-75081. OPIC.

3559—JAPAN—Leading shipbuilding and engineering member of major Japanese group seeks license. Wants to manufacture and market **advanced large size waste water and sewage water treatment equipment using activated sludge processing method.** Should be capable of **treating waste water totaling 50,000 cubic meters or more** per day. Company believes this type of equipment will have increasing demand in Japan. Firm produces fabricated steel structures, marine engines, steel castings and various industrial machinery, including waste disposal equipment. Has excellent reputation. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75082.

3559—SWITZERLAND — Seeks license to manufacture **solid waste incinerating/recirculating equipment using pyrolysis.** Needs pertinent technology, application engineering. Company specializes in processes and equipment for pollution control, including solid waste handling, recirculation and air pollution monitoring. Concentrates in areas of planning, engineering and R&D. Young firm, active and competent management. Messrs. Maag and Stamm, Umwelttechnik AG, Bellariastr. 82, 8032 Zurich. P-75083.

3563—INDIA—Firm seeks technical collaboration for manufacture of **hermetic compressors ranging from 1/10 h.p. to 2 h.p.** Presently manufacturing around 4,000 compressors per month. Interested in technical assistance for either improvement of present compressor or development of new design. B. Pratap Reddy, Chairman & Managing Director, Hyderabad Allwyn Metal Works Ltd., Sanatnagar, Hyderabad 500018. WTDR. P-75084. OPIC.

3564—SWITZERLAND — Seeks license to produce HEPA **filters for atmospheric filtering in clean rooms.** Firm produces air filtering systems, air flow control and air filter test instrumentation. Has well established sales and servicing facilities in most European countries. Plant is equipped for manufacture of filters, related metal housings and electronic controls. Employs around 80. M. Keller, H. Gertsch & Co., AG, Zehntenhausstr. 15, 8046 Zurich. P-75085.

3585—ABU DHABI—Seeks U.S. participation in facility to assemble **air conditioning units.** Flexible as to terms of venture; project financing has full support of United Arab Emirates Government. Plant would supply government-sponsored construction projects such as schools, housing and hospitals. Also potential for marketing in other Gulf States. Magdi Younes, Technical Director, UAE Development Bank, P.O. Box 2449, Abu Dhabi, UAE. Telex: 2427. P-75086.

3585—SINGAPORE—Firm wishes joint venture with U.S. firm for manufacture of **solar heating equipment** in Singapore. Company is interested in exploring alternate energy sources for heating water for domestic and industrial use. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75063. OPIC.

3585—SWEDEN—Seeks license or joint venture to manufacture **solar cell and/or sun energy systems** for industrial purposes. Interested in technology, processes. Major Swedish firm with about $2 billion in sales in 1974. Strong financial standing. Olle Stenberg, Axel Johnson & Co. HAB, Stureplan 3, S-103 Stockholm 7. WTDR. P-75087.

3612—TAIWAN—Seeks license or joint venture to manufacture **20-mva transformers or up for domestic and export markets.** U.S. partner offered up to 50 percent equity. Taiwan company is important transformer producer, annual sales of $2.5 million. Plans to establish plant in industrial park near Taipei, has set $1.5 million for construction. Equipment and key raw materials will be purchased in U.S. Simon C. K. Kao, Executive Vice President, San Hao Electric & Machinery Works Corp., 64 Kai Feng St., Sec. 2, Taipei. Cable address: SANHAOELEC Taipei. WTDR. P-75097. OPIC.

3612—UNITED KINGDOM—Seeks license or joint venture to manufacture a wide range of heavy electrical equipment. Firm's interests include armatures, stators, switch gear, alternators, transformers, diesel generators, tower lighting systems and emergency lighting equipment. Also interested in producing complete (turnkey) communications stations for offshore oil rigs. Company distributes drilling rigs, steel pipe casing, service vessels, is also active as project management consultants. John M. Rinne, Director, Seevar Projects (UK) Ltd., 20 Arlington St., St. James, London S.W. 1, England. P-75002.

3621—SWITZERLAND—Firm seeks licensing arrangement to manufacture **electric motors and related equipment.** Company presently produces conventional motors up to 4 h.p., electric door openers, linear actuators, vibrators and servo motors and systems. Swiss plant and German branch employ 250 and have combined sales volume of $8 million. Bernard Wuthrich, Pan Commercial, 108 Grove St., Worcester, Mass. 01605. Telephone: (617) 756-4348. P-75042.

3662—UNITED KINGDOM—Seeks to manufacture under license **crane safe load monitoring equipment.** Firm a leader in electronic control equipment for cranes. Products include radio controls, collision prevention equipment, computer controls for positioning cranes. Presently has cross licensing agreement with U.S. company. W. Philip Rowley, Chairman & Managing Director, Telemotive UK Ltd., Telemotive House, 100 High Road, Byflett, Weybridge, Surrey, England. P-75022.

3679—GERMANY—Seeks license to manufacture **miniature pneumatic systems and components for electronics industry.** Product interests include switching and electronic time relays, solid state power relays, constant voltage transformers, spool poppet and solenoid valves, warning buzzers, rotary actuators, time delay valves, universal relay systems or industrial relay systems and related products. Firm operates four plants, employs 800. Sound financial condition. H. Kuhnke Fabrik GmbH, 2427 Malente/Holstein, Postfach 160, Germany. P-75035.

3679—ISRAEL—Seeks licenses to manufacture **sophisticated electronic medical equipment, x-ray equipment and electronic cash registers.** Firm is major producer of communication, telecommunication, electronic components and electronic products. Employs 5,000 and reports annual sales of over $150 million. A. Eisenstadt, Plant Manager, Electronics & Industrial Consumer Products, Tadiran-Israel Electronics, POB 648, Derech Hashalom, Tel Aviv. P-75088. OPIC.

3679—ISRAEL—Seeks license to manufacture **power electronic products** for domestic and, possibly, export markets. Production series would be small to medium-size. Firm makes expanded polystyrene products, employs 30. M. Harpaz, Electrical Engineer, Kibbutz Ein-Carmel, D.N. Chof Carmel 30860. P-75089. OPIC.

3679—UNITED KINGDOM—Seeks to import **electronic components for assembly under license.** Firm specializes in electronic assembly. Operates on contract or sub-contract basis for industrial, military, security, audio computer and calculator manufactures. Provides services to major British firms, employs 250. K.G. Mill, Managing Director, Kenmeleon Group, Queens, Galashiels, Scotland. P-75044.

3699—INDIA — Indian State Development Corp. seeks technical know-how to manufacture **tungsten filaments.** Plans call for production of 104 million filaments annually for electric light bulbs and neon tubes. Tungsten rods would be imported and converted into wires for production of tubes. The State of West Bengal makes more than one-third of total electric lamp bulbs in India. However, there is a shortage of components and filaments. A leading Indian firm would participate. S. G. Krishnan, Managing Director, West Bengal Industrial Development Corp. Ltd., 23A Netaji Subhas Road, Calcutta 700001, India. P-75001. OPIC.

3714—INDIA—Firm seeks technical know-how to manufacture under license **automotive shock absorbers.** Company is small-sized firm engaged in fabricating automotive components such as clutch and brake assemblies and sheet metal for scooters produced by its associate, Automobile Products of India, Ltd. Desires to establish new plant at Bhavnagar in Gujarat State to produce 360 000 shock absorbers annually. C. B. Saran, Solo India

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Ltd., Saki Vihar Road, Saki Naka, Bombay 400 072, India. WTDR. P-75034, OPIC.

3732—NEW ZEALAND—Well known medium sized firm seeks licensing arrangement with U.S. manufacturer of **aluminum pleasure craft.** Primarily interested in cabin day boats, utility boats and open dinghies up to 20 ft. in length. Company would require design and technology assistance and would be prepared to set up necessary additional plant to produce such boats. Firm established 1939, has staff of 35, and is fully equipped for their current production of aluminum forgings. L. B. Howard, Managing Director, Mascot Engineering Co., Ltd., 10-12 Beaumont St., Auckland 1, N.Z. WTDR. P-75030.

3811, 3842—UNITED KINGDOM—Firm is seeking licensing arrangements to manufacture **textile and semi-textile products for medical profession.** New products could include **fabricated parts in variety of non-textile materials, such as filters for many uses including blood, textile based heart valves.** If necessary, U.K. company would in first instance import ready made product from U.S. and test market before setting up manufacturing facilities. Produces woven and printed labels, ribbons, trimmings and Cash's name tapes. Since 1878, company has been connected with textile industry manufacturing and supplying these products to U.K. domestic market and to countries now in EFTA and EEC. Firm has branches in Australia, Canada, U.S. (J&J Cash Inc., South Norwalk, Conn.). W. S. Symes, J & J Cash Ltd., Kingfield Road, Coventry. P-75090.

3825—JAPAN—Firm wishes to manufacture **length-measuring instrument with built-in sensor and coupled digital indicator** in Japan under an exclusive licensing agreement with U.S. licensor. Firm is Japan's largest manufacturer of welding machines and one of largest manufacturers of transformers. Established in 1919, employs 2,500. It has 27 domestic branches and 6 domestic manufacturing plants. 1973 annual sales were $120 million. Company is ready to purchase necessary materials and manufacturing equipment for construction of plant. If, however, a U.S. manufacturer has no intention of granting license, firm wishes to become at least an exclusive import agent for Japan. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75091.

3829—MEXICO—Manufacturer of oil level gauges and bimetallic therometers for transformers, seek joint venture or licensing agreement with U.S. firm. Desires U.S. company to provide technical assistance and patent/trademark. Product to be manufactured would be **thermo-metal, parts for thermometers.** Claude Zuili, Director, Orto, S.A., Calle Jose Ceballos 92, Mexico, 18, D.F. WTDR. P-75092.

3829—UNITED KINGDOM—Seeks to obtain **card or token operated device** for use in experimental systems presently under development in firm's laboratory. Would use ticket instead of conventional coin operated mechanism. If acceptable, could lead to licensing agreement. Reader device should close a mechanism when presented with valid ticket, be easy to use and relatively inexpensive. P. Sothcott, Standard Telecommunication Laboratories Ltd., Systems Planning Division, London Road, Harlow, Essex CM17 9NA, England. P-75023. Further details available from Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3915 — UNITED KINGDOM — Recently formed private company working lapidary products and distributing to retail outlets in U.K. is setting up supply center for hobbyist offering range of **kilns, tumbling machines, instruments, tools, wax molds, silver findings and fittings, rough and tumbled stones, calibrated and polished stones, cabochon mineral specimens and slices.** Firm would welcome licensing arrangements or joint venture with U.S. company. L. Confino, Lapidarius, 78 West Hill, Wembley Park, Middlesex HA9 9RR. P-75093.

3999—NIGERIA—Licensing or joint venture arrangement with U.S. firm is sought to produce **souvenir and gift items used for advertising purposes.** Agency or distributorship would be considered to determine acceptability of products before establishing manufacturing facilities. Firm supplies such items as ball point pens, ash trays, key tags, badges, to Nigerian businesses. Established in 1972, employs 17 persons. Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75094.

4953, 3399—UNITED KINGDOM — Firm seeks licensing or joint venture for manufacture of **components in special ceramics, waste recovery systems, metal powder atomizing systems, custom made miscellaneous components and environmental energy systems.** Company operates as manufacturing and design consultants, markets in U.K. Peter J. L. Whybrow, Managing Director, Science Workshops Ltd., Manordeilo, Llandeilo, Dyfed SA19 7BB, South Wales. WTDR. P-75096.

5311—SAUDI ARABIA—Businessman seeks U.S. joint venture partner to build at least one **modern department store.** Store is to be keyed to rapidly developing middle-class and foreign community with full American standards of buying and selling. U.S. participant should be willing to place some investment money as guarantee of performance. Interested investors should send company background to Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, for transmittal to Saudi Arabian concern. P-75095.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248) referring to appropriate file number.

BELGIUM—License to produce **multistation injection molding machine for thermoplastics** is offered by Belgian manufacturer of machines used in shoe and slipper industry. Advantages of machine include independent stations, quick removal and replacement of molds, ready operator accessibility to molds, strong and safe construction, and guaranteed high output. **File 2666**

SWEDEN—U.S. licensee is sought by Swedish firm to manufacture their **folding industrial door.** Made of reinforced plastic with aluminum support, door has been favorably received on Scandinavian market because of its wide range of applications. Door can be made in sizes up to 30 meters in length and 20 meters in height and is allegedly more durable than its metal counterparts. **File 2667**

SWITZERLAND—License to manufacture newly developed **automatic envelope stuffing machine** is offered by Swiss company. Machine is installed in office desks and performs all operations, including sealing, involved in envelope stuffing. Based on system of photocells, machine can be produced at low cost; is virtually trouble-free. **File 2668**

SWITZERLAND—U.S. license to produce **double tandem vibrating compactors** is sought by prominent Swiss manufacturer and representative of construction machinery and machine tools. The tandem structure of the steamroller-like vehicle results in substantially improved maneuverability. Enjoying reputation for easy maintenance and rugged design, this equipment is sold in most European countries. **File 2669**

UNITED KINGDOM—British firm wishes to have its **check-digit verification unit** manufactured and marketed under license in U.S. This low-cost device is capable of digit-by-digit verification of complex computer-compatible check-digits, which can be plugged into keyboards of different machines (add-listing machines, calculators, encoders, teletypes, and many others) and provide these machines with error detection capabilities normally available only on sophisticated terminals. **File 2670**

GERMANY—Small German manufacturer of **seed cleaning and grading units** and related agricultural equipment seeks joint venture with U.S. firm in grain processing industry for production of its units in U.S. Typical unit conveys, sorts, dries, cleans and sacks grain. **File 2671**

GERMANY—German meat producer is seeking joint venture partner to manufacture its product line in U.S. This line includes **cured, smoked, and spiced sausages and "salami sticks,"** which have already been introduced to American market. **File 2672**

DENMARK—Danish firm wishes to license production in U.S. of waste water purification and product recovery system for food processing industry. The chemical-mechanical method removes solid waste matter and impurities from water, and allows for recovery of salable by-products. Applications are in slaughterhouses, breweries, margarine factories, dairies, and fish processing, bone degreasing, and rendering plants. **File 2403-R**

SWITZERLAND—U.S. licensee is sought by Swiss inventor to manufacture his rescue device. By this device, worn on the back with a harness, a person can lower himself on steel rope from building or other height in emergency. Rope uncoils from backpack to length of 40 meters. **File 2422-R**

SWITZERLAND—Manufacturing and distribution rights for snap-on, threadless tube and bottle cap are being offered U.S. licensee by Swiss firm. The cap is being used in Switzerland by famous brand of toothpaste, and will soon be obtainable on all food and cosmetic tubes sold by large Swiss retail organization. **File 2580-R**

Workshops On Ventures In Latin America, Pacific Basin Planned

Executive workshops on the practical aspects of organizing, facilitating, staffing and activating a foreign business enterprise will be held in Los Angeles April 23-25 and in New York May 7-9, sponsored by the International Executive Institute of the American Bulletin of International Licensing. Special sessions will be devoted to the Pacific Basin and Latin America. Among subjects to be covered are: establishing overseas manufacturing operations, foreign markets assessment, structuring a foreign operation, and foreign business risk assessment.

For further information and details on registration, write: Institute Director, American Bulletin of International Licensing and Joint Venture Opportunities, 3345 Wilshire Blvd., Suite 1111, Los Angeles, Calif. 90010. Telephone: 213-931-7481.

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Coal

11110XX—12110XX—SPAIN — Anthracite. bituminous coal. Important firm within its line of business. Manufactures various steel products. Indicates that it would need about 2 to 3 million tons of coal a year, on a continuing basis. Firm now imports from British sources. Would like to receive quotations c.i.f. Spanish port. Call or cable—Luis F. Palacios, Industrial Engineer, Industrias Polo Congrefado, S.I., General Varela, 2, Madrid (20). Cable Congregado; telex 22687; tel. (91) 459-2200. Dir. sale & agency.

Miscellaneous nonmetallic minerals, except fuels

14990 — GERMANY — Raw asbestos from Arizona. Founded in 1902. Annual sales volume dm 10 million; 10 employees. General financial condition is sound. Reply to—Mr. Richers. Becker & Haag, 2 Hamburg 36, Esplanade 6. Cable Canada Hamburg; tel. 040 34 15 69. Direct sale & agency.

Knitting mills, products

2257321—AUSTRALIA—Cotton or cotton synthetic mixtures of knitted fabrics in stripes & plain colors suitable for T shirts & similar outerwear to supply surf market. Immediate need 30/40 thousand sq. yds. with potential to double in 12 months. Most standard widths required. Estab. 50 years in clothing mfr. Reply to—John Latham, Mng. Dir., F. H. Latham Pty. Ltd., 50 Ann St., Surry Hills, N.S.W. 2010. Tel. 212 1966.

Pulp mills

26100 — IRAN — Iranian Tobacco Company requires 8,000 bobbins of red tape to have substance of 60 grams/M2 and to be provided in widths of 6 MM. Company also requires 2,000 bobbins of cardboard to have substance of 275-300 grams/M2 and be provided in widths of 600 MM. Bid deadline March 1. Copy of tender containing complete specifications and conditions is available from Construction and Forest Products Division, DIBA, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-3530.

Plastic products

3079049—JAPAN—Plastic decorative, metalized films for use as decoration of dial-plates of watches & clocks, costume accessories, etc. Medium-sized importer/exporter, capitalized at $163,000, with sales of $1.7 million. Bank ref. Umeda Branch of Daiwa Bank, Osaka. Polyester and/or cellulose acetate. Film is used to decorate bracelets, other costume accessories by sticking with adhesive on surfaces. Reply to—Mr. A. Togyo, Chief of Sales Sect., Toei Boeki Co., Ltd., 7th Floor, Chiyoda Bldg. Bekkan, 118 Umegae-Cho, Kita-Ku, Osaka 530, Japan. Cable Teltoei Osaka; tel 06-364-5516.

Boot, shoe cut stock, bindings

• **31300 — AFGHANISTAN** — 120,000 pairs block rubbersole military boots. Estimated cost $840,000. Price c.i.f. Sherkhan Port insurance to Kabul. Sample and price list requested. Bid deadline March 8. Major General Mira Jan, President, Purchasing Department, Ministry of National Defense, Kabul.

Structural clay products

32530XX — GERMANY — Ceramic wall & floor tile incl. mosaic tiles, glazed tile & unglazed; standard sizes; for containerized shipment (20 ft. containers). Importer & wholesaler of tiles & stone products seeks dir. imports or agencies. Markets throughout W. Germany & the Netherlands. Annual sales potential $300,000. Founded 1921, 23 employees. Good financial reputation. Handles competing Italian, Japanese, & German products. Reply to—Hermann Heidbrink, Hermann Heidbrink KG, 45 Osnabrueck, Germany, Postfach 2348. Tel. 0541-50055; telex 094927. Dir. sale (resale) also agency agreements.

Steel mill products

• **33100 — BANGLADESH** — 500 long tons mild steel rods conforming to ASTM A-615-72, grade 40 with minimum yield strength of 40,000 PSI and ultimate tensile strength of 70,000 PSI. Bid deadline March 3. Project Director, Bangladesh Agricultural University, Dacca. Purchase will be financed by IDA credit. Tender documents available at above address for $9.56.

• **33100—BURMA**—2,500 long tons of 75-pound medium manganese flat bottom rails. Tender No. BRC/IDA/12(T)72(E)74-75; bid deadline March 7. Managing Director, Burma Railways Corporation, Bogyoke Aung San St., Rangoon. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

33100 — INDIA — Special steel tubes. Tender No. EB/306387/15/7-75; bid deadline March 14. Bharat Earth Movers, Ltd., Beml Nagar Post, Kolar Gold Fields, 563115, Karnataka. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008.

• **33100—IRAN**—Various sizes and quantities of steel tubes. Tender No. 2272/53; bid deadline April 14. Iranian State Railways, Tehran. Tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

33100 — PAKISTAN — 76,000 ft. steel line pipe, 6⅝ inch O.D. by .188 inch W.T. of API 5L Grade "B", weight 12.92 lb. per foot, size 44 ft. maximum, 18 ft. minimum. Tender No. SN3087/75; bid deadline March 3. Sui Northern Gas Pipelines Ltd., P.O. Box 56, Monnoo House, 3 Montgomery Road, Lahore. Tender documents available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

• **33100—SRI LANKA**—Various sizes and quantities of steel angles, channels, bars, plates, etc. Tender No. COM/TEN/74/232; bid deadline April 3. Ceylon Government Railway, Colombo. Specifications available from Iron and Steel Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

3317623 — AUSTRALIA — Seamless hollow bar carbon steel, specification AISI 1040. Immediate requirement 150 tons 12.50 in. od, 9.50 in. id, 7 feed 2½ in. or 14 ft. 5 in. long. Also requiring spec. AISI 1020 in various sizes. Largest seller of tool steel in Australia with excellent coverage. Great potential for long-term business. Reply to—Mr. L. Sinclair, Sales Mgr., Bohler Steels Pty. Ltd., P.O. Box 57, Waterloo, N.S.W. 2017. Cable STEELBOHLER; tel. 695331. Excl. dist.

Iron, steel foundries

33217 — GERMANY — Cast iron pressure pipes—centrifugally cast—inside dia. approx. 200 millimeter, length approx. 2,000 to 3,000 mm. Founded 1946; annual sales volume dm 15 million; 320 employees. General financial condition sound. Reply to—Mr. Pletz, Friedrich Theysohn, 332 Salzgitter 1, Postfach. Tel. 05341 48486.

Rolling, drawing, extruding of nonferrous metals

• **33500 — PAKISTAN** — Various sizes and quantities of telephone cable of various specifications. Tender No. PUR. 3-30-74 1800; bid deadline March 18. Telegraph and Telephone Directorate General, Zero Point, Islamabad. Specifications available from Copper, Lead and Zinc Program, BDC, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-2438.

Screw machine products

3452XXX—ECUADOR—Wishes enter joint venture with U.S. firm to estab. factory for production of steel bolts, nuts & washers for general use, using both hot & cold processes. Bolt sizes planned are ¼", 5/16",

⅜", 7/16", ½" with max. length of 5"; & ⅜", ½", 9/16", ¾", ⅞", & 1" at lengths over 5". Above sizes will be produced in hexagonal, square, carriage & other types. Metric-threaded bolts will also be included. Hopes to enter production in early 1976. Important factor is being able to purchase necessary machinery and obtain required technology and training for personnel. Dr. Zanchi estimates acquisition cost machinery alone $600,000. Project falls within series of industries which Government of Ecuador is actively promoting and as such is eligible for tax and other concessions. Possibly interested in purchasing used machinery in good working condition, perhaps from U.S. firm liquidating or modernizing entire inventory of equipment. Estab. 1971 and in last 18 months grown from 85 to 170 employees. Dr. Zanchi was employed until 1959 in Bogota, Colombia office of Nathan A. Moore, Contractor, 6513 Hollywood Blvd., Hollywood Cal., & speaks English fluently. Contact—Dr. Gerolamo Zanchi, Gerente Gen., Metalmecanica San Bartolo S.A., P.O. Box 5204, Quito. Cable Metalbar, Quito; tel. 260-823, 260-824; telex Monit 3530037.

Special industry machinery

35590—EGYPT—Supply of 32 tons hard burned ceramic balls of 32 mm. diam., smooth surface, specific gravity min. 3.8 GR/CM 3 to be used as grinding media in white cement mills for grinding clinker. No stated deadline. Offers should be f.o.b. and valid for three months, made to: Helwan Portland Cement Co., "Francois Tagher" Building, Elhamy St., Kasr El Doubarra, Cairo.

3559589—ITALY—Machinery to mfr. rawhide toys for dogs. Est. cost $400,000. Firm also seeks license & technical know-how. Wants to build complete plant & plan to sell one-half of output in Italy & export other half. Telex—Mario Lapi, Partner, Figli di Guido Lapi S.N.C., 45, Via Francesca Nord, 56022 Castelfranco di Sotto (Pisa). Tel (0571) 478851; telex: 50197 Lapi. Direct sale & license.

General industrial machinery

3561596—3822020—KENYA—Animal specialty equip. for trout farm, mechanized trout & freshwater equip. to include plastic, nontoxic ponds, water filters, water circulators, temperature control equip. & liquid nitrogen freezing tunnels. Interested suppliers should send offers with detailed brochures and/or illustrations. Quotations should be f.o.b. destined for Nice, France. Buyer is Kenyan based firm who would like equip. for construction of trout farm in France. Contact buyer—Bob Ware, Afro-Ware Enterprises & Investments Corp., Standard Bank Bldg., Wabera St., P.O. Box 49625, Nairobi. Cable Afroware; tel. 22669.

Service industry machines

35800—INDIA—The Government has issued request for bids on two large condensing units, Tender No. COSP/MPC-CHIMAKURI /6-6. International bidders may purchase tender paper from H. Ganesan, Purchasing Officer, Coal Mines Authority Ltd., Danbhanga House, RANCHI-834001, Bihar, India.

Motor vehicles, equipment

3711111 — ECUADOR — Central University wishes purchase several hundred U.S. subcompact passenger vehicles for its employees. University will act as intermediary in hope of benefiting employees by purchasing in large quantity in order to obtain lower price per unit. University Financial Director Mancero wishes receive, in addition to product literature, unit price quotations for orders of a) 200-500, and b) 500-1,000 vehicles. Financing needed. Vehicles should be as price competitive as possible with other small foreign makes offered in Ecuador. Contact—Lic. Olmedo Mancero Checa, Dir., Departamento Financiero, Universidad Central del Ecuador, Ciudadela Universitaria, Quito. Tel. 524-650.

Railroad equipment

37400—INDIA—Supply of diesel locomotive spares. Tender No. 71/04/004/MS/74-75. Bid deadline March 5. Financing by World Bank loan. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008. Cost $3. India Supply Mission reference number CDN/ ENQ/305.

Instruments for measurement, analysis and control

38251XX—BOLIVIA — Single-phase household electric meters: 5 amp. meter 2,481 ea.; 10 amp. meter 3,281 ea.; 20 amp. meter, 2,281 ea.; 30 amp. meter 141 ea. Three phase household electric meters: 5 amp. meters 141 ea.; 10 amp. meters 201 ea.; 20 amp. meters 321 ea.; 30 amp. meters 153 ea. CRE acts as distributor and administrator of electricity generated in Santa Cruz. As a cooperative, CRE's partners are the local consumers. Seeking credit terms. WTDR 10/74. Reply to—Ronald Paz, Cooperativa Rural de Electrificacion Ltda., Casilla 1310, Santa Cruz. Cable: CRE.

Optical instruments, lenses

3834231 — AUSTRIA — Water meters for warm water with temperatures up to 110 degrees centigrade. Wishes import between 20,000 and 50,000, delivery to begin in 1977. Documented offers including technical literature. L/c payment. Interested in replies from mfrs. only. Founded 1957, specializes in electronic devices & components. Reply to—Ing. Otfried Rieger, Partner & Mgr., Rieger Ges.M.B.H., Marxergasse 10, A-1030 Vienna. Cable Ingrieger Wien; Tel 73 46 84; Telex 1-1087.

Manufacturing industries

3999944—GERMANY — Cigarette lighters, disposable & refillable. Small sole proprietorship, est. 1973 & engages in importation & wholesaling of sunglasses & variety of advertising gifts, which are resold to filling stations, drugstores & barber shops. Employs 3, plus 1 commission agent, annual sales amount to dm 250,000. Financial situation sound. Reply to—Johanna Schneidermann, Owner/ Mgrs. J. Schneidermann. Grosser Muskamp 25, 45 Osnabrueck. Tel. 0541-47721.

3999999—JAPAN — Reindeer and moose taxidermy models—heads and full bodies. Capital yen2 million. Financial reference: Sanwa Bank, Hibiya Branch. Reply to—Mr. Atsushi Omoto, Alpac Foods Inc., Hoko Bldg., 1-8-19 Ginza, Chuo-Ku, Tokyo 104. Cable: Pacificwood; tel. 03-561-6751/2.

Scrap and waste materials

50930XX — IRAN — Approx. 20,000 tons white waste paper, yearly requirement of largest paper mill in Iran. Requires above waste paper for re-conditioning to fresh paper. Reply to—Mr. Alexander, Commercial Dept., Overseas Purchasing, Pars Paper Co. Ltd., 124 Elizabeth Blvd., Tehran. Cable Parcopars.

50930XX—JAPAN — Buyer is seeking suppliers of scrap (invalid) automobile number plates of various U.S. states which will be sold as car accessories. Reply to—Hiroshi Nakai, mgr., Jipa Co., Ltd., 1-23 Takaba-cho Nakamura-ku, Nagoya 450. Cable Takabajipaco Nagoya; telex 466-3269; tel. 052-451-1371.

50930XX—KOREA—Paper waste including occ and onp. Interested U.S. firms contact Mr. Choi, supplying details, brochures, price & terms of sale. Reply to—Choi, Young Kyu, Pres., Daeyung Co., C.P.O. Box 3515, Seoul. Tel. 73-3135.

50930—HONG KONG—Scrap metal for rerolling. Call or cable—Leonard A. Rayner, Jinford Co., Ltd., 601 Hang Chong Bldg., Queen's Rd. Central, Hong Kong. Cable JINFORD; tel. 5-239194.

Antique, secondhand stores

59330XX — TOGO — Used clothing. Firm would import heavy quantities. Reply to Cherif Tibou, Sacomi, B. P. 667, Lome. Cable SACOMI Lome; tel. 40-52, 23-18, 49-85.

Motion pictures

78130XX — CAMEROON — Cameroonian entrepreneur desires rental arrangement for French language sound track movie films to present in his 3 theaters. Largest theater shows 14 single features week. Quick action films such as detective, espionage, war, westerns, comedies & adventure most appreciated. Entrepreneur is leading businessman with good local reputation. Correspondence should be in French. Airmail replies to—Victor Fotso, Etablissements Victor Fotso, B.P. 119, Yaounde. Tel: 22-43-54.

78130XX—SOUTH AFRICA—Motion pictures, 8 MM, 16 MM, 39 MM and cassettes. Home movies, technical training films, etc. Firm, recently-establ. but experienced and active in agency field, both import & export, is anxious to enter motion picture field & hopes to conclude arrangements with suitable U.S. companies. Reply to—Wm. R. Whitehurst, Mng. Dir., South East Coast Agencies (Pty) Ltd., P.O. Box 2959, Durban 4000. Cable Ecumemical, Durban; Tel 31-5798. Direct sales or representation.

Liberia Asks Contractors To Prequalify For Roads

Liberia's Ministry of Public Works will receive applications for prequalification from interested contractors in World Bank member countries for improvements to the Totota-Ganta Highway, part of a five-year highway program. Project consists of 82.6 miles of existing laterite surfaced road to be upgraded to a two-lane bituminous paved highway with shoulders for full length. Principal items of work are: about 2,700,000 cubic yards of roadway excavation; 210,000 cubic yards of borrow excavation; 97,000 cubic yards of untreated crushed aggregate base course; 97,000 cubic yards of laterite gravel base course; 61,000 tons of bituminous concrete surfacing; 20,000 tons of bituminous surface treatment; ancillary civil works, approximately 10 percent of project.

Latest date for submittal of prequalification documents is March 1. Calling for bids is intended by April 15, and bid deadline is June 15. Construction period will be Aug. 1, 1975-May 31, 1978.

Prequalification questionnaires can be obtained from: Ministry of Public Works, Monrovia, Attn. Gabriel J. Tucker; or Ove Arup & Partners, P.O. Box 2074, Monrovia, Attn. V. A. P. Harris; or Ove Arup & Partners, 13 Fitzroy St., London WIP 6BQ, Attn. M. Lewis. Two sets of completed questionnaires shall be sent to Ministry of Public Works, Monrovia, and two sets to Ove Arup & Partners, P.O. Box 2074, Monrovia. Documents should be in English, monetary unit U.S. dollar.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Miscellaneous nonmetallic minerals, except fuels

14990XX—KOREA—Artificial or synthetic mullite clinker; monthly requirement 50 m/t. Requests specs., catalogs, quotations (c.i.f. Korean port), & delivery terms. Reply to—B. K. Huh, Pres., Korea Metal Co., C. P.O. Box 1542, Rm. 610, Haeman Bldg., 70-5, 2-ka, Taepyung-ro, Chung-ku, Seoul 100. Cable BENNUHUH, Seoul; tel. 22-3761.

Decorative items

3999411—BELGIUM—High quality candles (for use in home & table decoration). Belgian branch of French firm Orfevrerie Christofle, 8 Rue Royale, Paris. Principally sells silver tableware & gift items mfrd. by parent co. Also has exclu. rep. for Belgium & Luxembourg of French well-known Baccarat crystals & Limoges-Bernardeaux chinaware. Wishes add to its activities & exclu. rep. of 1st class candles. Reply to—Willy L. Declerq, Mng. Dir., Christofle Belgique S.A., Rue Ch. Bernaerts 6, 1180 Brussels. Tel 377.21.47. Excl. rep.

Scrap and waste materials

50930XX — KOREA — Nonferrous metal scrap, such as copper scrap (berry, birch, birch/cliff), lead scrap (rain, rail), zinc scrap (scrub, saves, scull), brass scrap (honey, lake, label, ebony, ocean), aluminum scrap (taint, tabor, tense), and nickel scrap (dandy, daunt). Subject firm is registered offer agent, primarily handling nonferrous metals, spare parts for fertilizer plants. Firm now represents one U.S. firm (nonferrous metals) and three Japanese firms (machinery, steel products). Firm's business volume past 12 months on indent basis totaled $2 million, mostly from Japan. Firm wishes to receive firm offer from U.S. suppliers. Reply to—Mr. D. K. Shin, Pres., Seyang International Corp., C.P.O. Box 4595, Seoul 100. Cable: Djshintra, Seoul. Telex: Starship K27287. Tel: 22-0822.

50930XX—KOREA—Waste paper (old corrugated containers)—Requirements: 300 m/t; est. value: $85 to $95 per ton. Old newspapers—Requirements: 300 m/t; est. value: $90 to $95 per ton. Firm urgently needs 300 m/t each. Interested U.S. firm should submit offers, including 3% commission, for Chil Sung. Subject firm is buying agent for Lan Houng Ent. Co., Ltd. of Hong Kong, and Kitfix Hobbys Ltd. of U.K., primarily handling textile products and stuffed toys. Firm is affiliated with Chil Sung Textile Co., Ltd., manufacturer and exporters of textile products. Reply to—Mr. T. K. Doo, Pres., Chil Sung Ind. Co., Ltd., CPO Box 345, Seoul 100. Cable: Sevenstar, Seoul; tel: 28-0468.

Software services

7372XXX—GERMANY—Firm interested in microcomputer software for project control systems, primarily time input serveillance of concurrent production projects. Firm, established in 1974, employing two engineers, sells customized data systems. Reply to—Herr W. Kraft, Betronik-Datensysteme, 1 Berlin 27, Triftstr. 25-35. Tel. 432021.

Motion picture production, distribution

7813XXX—COLOMBIA — Motion picture black & white & color films, educational types & English courses. Large importer/distributor of educational material & audio visual teaching aids, textbooks, & encyclopedias. Head offices maintained in Bogota, branch sales offices in Medellin and Cartagena; 45 employees. Annual sales 4 million pesos, total assets 1.3 million pesos (28 pesos to US$1.). Reply to: Manuel Barbosa-Giraldo, Columbia Sales International Ltda., Carrera 10 No. 19-64 Oficina 706, Bogota. Cable Columbia; tel 41 56 35.

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Housing Authorities Invited To Conference In Nigeria

The Association of Housing Corporations of Nigeria is sponsoring an international conference for the exchange of ideas among housing authorities and other specialists in this field. With a theme of "Housing the Citizens of the Developing Countries," the Second International Conference on Housing will be held April 21-26 in Ibadan, Nigeria.

Topics include: housing needs and preferences; design and planning of dwellings and housing developments; social, political, cultural and legal aspects of housing; housing technology; administration, management, and maintenance of housing developments; and sources of housing finance.

Contact Dr. O. A. Odeleye, Lagos State Development and Property Corporation, P. M. B. 1050, Ikeja, Nigeria. Participation fee is N50.00 (US$80) per delegate.

Future Construction Abroad

INDIA—National Fertilizers Ltd. (NFL), C-94 NDSE Part II, New Delhi 110049, a wholly-owned Government of India undertaking incorporated for construction and operation of the proposed **Bhatinda Fertilizer Plant,** invites suppliers to prequalify/register. Plant will be designed to produce 900 metric tons of ammonia per day based on fuel oil. Entire ammonia output will be converted into 1,550 tons of urea per day. The ammonia plant is based on shell partial oxidation process followed by two stage rectisol wash, HT shift and liquid nitrogen wash. Ammonia synthesis will be laid out in single stream and based on Halder Topsoe design. The urea plant will be in single stream and based on Mitsui Toatsu, total recycle improved process with crystalization and prilling. Machinery and equipment to be imported include shell gasification reactors, ammonia converter, heat exchangers, furnaces, pumps, sulfur recovery unit, air separation plants, refrigeration units, pipes, valves, instruments, synchronous motors, diesel generators, construction equipment, and laboratory and safety apparatus. Foreign exchange will be met from foreign government credits and country's free foreign exchange. Following information is required to be furnished to each, The Project Manager, NFL, address above; Mr. Y Osnani, Toyo Engineering Corp., Tec Bldg., 12-16, 6-Chome, Higashifunabashi, Funabashi—SHI 273, Chiba, Japan: categories of equipment to be supplied with delivery dates; past experience in fabrication of similar equipment with technical catalogs; capacity and range of manufacturing facilities; minimum time required for supplying detailed drawings and technical data after receipt of order; availability of spares from Indian sources including after-sales service facilities in India. OPIC.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

JAMAICA—Malcolm Holmes, Managing Director, Jamaica Telephone Co. (JTC), 47 Half Way Tree Rd., Kingston 10, a subsidiary of Continental Telephone Co., has announced a **U.S. $22 million expansion program** for 1975 which includes reconstruction of the JTC Central Exchange. Expansion consists of construction of eight new crossbar exchanges, extension to 10 existing exchanges (two will be phased out), construction of a new outside plant and installation of additional microwave facilities to augment long distance dialing. A total of 6,600 new main lines will be provided in 1975 and work on an additional 10,000 will be started. Work on the 9,000-line expansion of Pembroke Exchange will be completed in 1976. OPIC.

VENEZUELA—Venezuela's President signed into law authorization for financing **expansion of the government-owned steel plant,** Siderurgica del Orinoco C.A. (SIDOR), Edificio la Estancia, Ciudad Comercial Tamanaco, Caracas. Financing through public credits by financing institutions within the country for a total of BS 2,073 million from 1975-79 was authorized.

DAHOMEY — Government is interested in **preselection of firms for repairs of existing bridge over Cotonou lagoon and construction of underwater dam at mouth of lagoon.** Preselection files available, free of charge, from: Monsieur le Directeur des Travaux Publics, Ministere des Travaux Publics, Transports, Postes & Telecommunications, B.P. 351, Cotonou. Preselection forms to be filled out and sent by registered airmail, before March 3, in two copies to: Monsieur le Directeur des Travaux Publics, B.P. 351, Cotonou, and one copy to each of the following: Sanders & Thomas, Inc., Griffith Towers Bldg., Pottstown, Pa. 19464; Monsieur le Directeur des Operations, Banque Africaine de Developpment, B.P. 1387, Abidjan, Ivory Coast.

UNITED ARAB EMIRATES — The Abu Dhabi Department of Public Works has tendered for **construction of a six-lane bridge** from Abu Dhabi Island to the mainland. Consultant is Conser (a Syrian-Lebanese firm). To be financed from Abu Dhabi Development Budget and supervised by Public Works Department. Interested firms should obtain tender documents through local representatives in Abu Dhabi. Deadline for submitting bids is March 19. For further information: Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230.

☆ U.S. Government Printing Office: 1975, 582-687/16

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